

YOUR ST. LOUIS BUYERS' GUIDE

CML
— & CO —



COMPASS REALTY
GROUP

ST. LOUIS

CML & CO IS HERE HERE TO HELP!

We know that navigating the buying process can seem challenging. However, with our expertise, breadth of knowledge, and national network, you are in dedicated and trustworthy hands. Our team will guide and advise you during every step of the buying process.

How we support you

- Provide real-time market insights on comparable homes with the Compass CMA tool (competitive market analysis)
- Curate a group of listings based on your preferences using Compass Collections
- Use our knowledge of on and off-market listings to find homes that meet your criteria
- Tour the area and share local expertise
- Build your 'buyer team' by connecting you with financing organizations and vendors
- Negotiate the best terms of sale to get your offer accepted



Proven Success

\$125M

Lifetime
Sales Volume*

5 Stars

100% 5-Star Reviews
across Zillow &
Realtor.com (lifetime)

350+

Clients
Served*

ABOUT CML & CO. REAL ESTATE TEAM



Hello! We are Christi, Meg, and Lindsey—three seasoned and passionate agents devoted to providing you with a smooth and enjoyable real estate journey. Our collective experience has taught us that the heart of any successful endeavor lies in our commitment to delivering the highest level of customer service.

Each of us has dedicated years to perfecting our skills, establishing a reputation for excellence, and gaining a profound understanding of the market. However, despite our individual achievements, we share a common challenge: the aspiration to deliver an even higher level of service to our clients.

And voilà, CML & Co. was born! This isn't just a business partnership; it embodies a shared vision rooted in the belief that together, we can redefine excellence in real estate. By leveraging our combined resources, we have more time to dedicate to each client, ensuring that every one of you receives the personalized attention and expertise you rightfully deserve.

At CML & Co., we recognize that the process of buying or selling a home is a major life event that warrants the highest level of care and attention. We take great pride in aligning ourselves with your needs, anticipating your desires, and exceeding your expectations at every turn. Our goal is to create an environment where you feel valued and supported, ensuring that your experience with us is not only positive but truly memorable (and fun!)

We also believe that this journey transcends a simple transaction. When you work with us, you become a part of our CML & Co. family for life. We are committed to being there for you long after the deal is done, celebrating milestones and providing support whenever you need it. Your success and happiness are our priorities, and we look forward to building a lasting relationship that extends well beyond your real estate needs.

WE LET OUR CLIENTS DO THE TALKING

“

Lindsey recently helped us buy a new home and sell our old one (for the second time)! We're repeat clients for a reason: Lindsey is unmatched in industry knowledge, connections with contractors, negotiation and relationship-building with the seller/buyer realtor, and personal connection with us. She is always responsive and reassuring, even when things feel stressful, and I can always rest assured we are in extremely confident and capable hands. With her help, we bought our forever home, and negotiated some tough repairs. And when it came time to sell, we were under contract in the first weekend with an amazing offer in hand. Lindsey is the best! We can't recommend her enough.

Brittany S. | Maplewood

Lindsey has consistently gone above and beyond to keep us informed regarding the home buying process and all necessary steps that needed to be taken to succeed. She was professional, knowledgeable, and friendly at all times. This truly made the experience wonderful. I would highly recommend her to any friend, family member, or colleague, and plan to do so in the future. I cannot thank Lindsey enough for making this process as stress free and enjoyable as possible. The superb communication and helpfulness will not be soon forgotten.

Connor S. | St. Louis City

Lindsey was so helpful to us as first-time home buyers. I never felt overwhelmed with the process and she explained everything thoroughly. Lindsey was very responsive the whole time and always had great recommendations for our needs. I'd definitely recommend her to anyone who's looking for a real estate agent.

Ginelly C. | Webster Groves

Lindsey is hands down the best Real Estate Agent you will find in STL. We cannot recommend her enough, and have not one critique of working with her. No matter what your buying/selling goals are, I am 100% confident Lindsey will work with you to meet them. She is responsive, thoughtful, timely, organized, detail oriented, knowledgeable, kind, and a dream to work with. Thank you Lindsey, from the bottom of our hearts!

Holly K. | St. Louis City

Our family cannot say enough good things about Lindsey! In every possible way, she went above and beyond to make our home-buying experience comfortable and easy. She is well prepared, which was essential for us as an out-of-state buyer. During our house-hunt, I suffered an injury that hindered my ability to travel. Lindsey became our eyes and ears. She toured houses on our behalf and video-conferenced with us giving us a guided virtual tour. It allowed us to see things that were not shown in the pictures and she was always looking out for our best interests. Her understanding of what our needs were as a family and what we were looking for in a home made us comfortable with buying a house sight-unseen. Our family of five could not be more happy with our new home.

Brad R. | Maryland Heights

Lindsey was absolutely wonderful. She's incredibly knowledgeable and knows what "red flags" to look for when looking at a home. We went on multiple house hunts (some just to get a taste for what we like, not even to buy) and she was available and flexible every step of the way. I'll use her for every house I ever buy. If you're looking for a top realtor in the St. Louis area, look no further.

Karley R. | Webster Groves

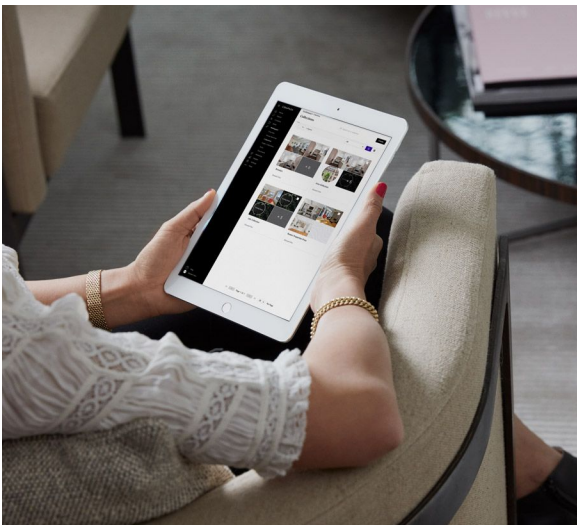
”

COMPASS EXCLUSIVE TOOLS AT MY FINGERTIPS

In the world of real estate today, it's not enough to simply keep up with the latest technology — you deserve an agent who's always one step ahead. At Compass, I have access to AI-driven technology to deliver a modern buyer experience that is collaborative, seamless, and hassle-free.

Private Exclusives

A private exclusive listing is an off-market home that can be shared by a Compass agent directly with their colleagues and their buyers. As your Compass agent, I can provide you access to these listings before the competition.



Compass Collections

With Compass Collections I can curate a group of listings based on your personal preferences in a visual workspace. There, you can compare multiple properties, monitor market activity in real time, stay in constant contact with me, and invite collaborators to join in on the discussion - all in one central place.

Compass CMA

Powered by AI, Compass CMA is a tool that lets me provide you with real-time market insights on comparable homes in the area. Now you can feel more confident that your next home is in the right price range and that you are making a competitive offer.

Compass Search

Compass Search lets you sort by a wide range of features and amenities to pinpoint the perfect home. Plus, you can discover exclusive Compass listings that you cannot find anywhere else and receive real-time notifications of new homes with customized Saved Searches.



What Do I Need for a Mortgage Pre-Approval?



Sellers and real estate agents expect serious buyers to have a mortgage pre-approval. The bank examines your income, credit and other financial information to verify if you can afford a home.



Employment History

That means copies of your most recent pay stubs showing your last 30 days of income. Some lenders may ask for a letter of employment as well.



Credit Check

You need to meet the minimum credit score requirements for your desired mortgage program.



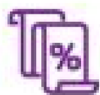
Bank Statements

Your two most recent bank statements.



Target Loan and Down Payment Amounts

Information on how much your target home costs and your down payment.



Tax Documents

W-2 forms plus personal and business tax returns from the past two years.



Your Monthly Mortgage Payment

Principal & Interest	Real Estate Taxes	Home Owner's Insurance	Mortgage Insurance (If applicable)	Condo Fee / Subdivision Dues
This is the monthly Principal & Interest payment for the amount financed.	Your Lender will divide the annual tax bill by 12 and add it to your monthly payment. (Referred to as "escrowing" your taxes)	Your Lender will divide your annual Insurance bill into 12 and escrow 1/12th a month to pay your Insurance bill when due. (Note: You pay the first year in advance in conjunction with closing.)	If you put less than 20% down your Lender requires this to insure the lender isn't financially harmed if you default. If you put down 20-25% or more, it is not required.	These are not included in your actual payment, but if you purchase a condo there is a monthly fee and subdivisions often have annual dues.
Principal & Interest	Real Estate Taxes	Home Owner's Insurance	Mortgage Insurance (If applicable)	Condo Fee / Subdivision Dues

COMPASS

THE HOME BUYING PROCESS AT A GLANCE

01

Buyer
Consultation

02

Sign Buyer
Representation
Agreement

03

Get Pre-
Approved

04

Find
Properties That
Fit Your Criteria

05

Submit and
Negotiate
Offer

Prepare for Purchase

06

Sign
Contract

07

Home Inspection,
Disclosures, Reports,
and Repairs

08

Loan
Application and
Appraisal

09

Closing &
Welcome
Home!

Contract to Close

STEPS TO HOMEOWNERSHIP

01

Buyer Consultation

First, we will connect for an initial consultation to discuss what you are looking for in your next home so I can help guide your search.

02

Buyer Representation Agreement

We will establish a mutual business agreement. This document is designed to increase transparency by laying out my obligations to you, in addition to details on term length, compensation, termination, exclusivity, representation, and property criteria. Once we are both aligned with the terms of the agreement, you will be asked to sign before I can show you or send you any properties.



03

Get Pre-Approved

If you are obtaining financing, getting a pre-approval letter from a lender before submitting an offer is important because it shows you are more likely to meet the proposed settlement date. A pre-approval letter and a good faith estimate from a lender will also give you insight into the projected down payment, closing costs, and expected monthly payment.

STEPS TO HOMEOWNERSHIP

04

Find Properties That Meet Your Criteria

Using the Compass CMA tool, I will run market analyses on comparable properties in the area to give you a clear understanding of current market value. Together, we will identify your ideal home's location and amenities, and attend open houses in a range of areas. I will listen to your continued feedback and activate a 'collection,' or specialized search for properties as they hit the market until we find a home you love.



05

Submit and Negotiate Offer

Once we find the right home, we will collaborate on a competitive offer. The offer is an agreement to pay a certain price for the home if accepted and may include other terms, such as whether you are waiving any contingencies or in how many days you are willing to close. It is my job to guide you through the decision-making process to ensure you are confident with our offer.

06

Sign Contract

Your contract is the agreement between you and the seller to purchase the property for a specific price. Also defined in the contract of sale is the settlement company, date of settlement, and earnest money deposit amount.

If required, an Escrow Deposit is the amount of money that the buyer will put in an escrow in good faith to demonstrate to the Seller that they are serious about purchasing the property. The money will only be deposited if the contract is signed and agreed by both parties.

STEPS TO HOMEOWNERSHIP

07

Home Inspection, Disclosures, Reports, and Repairs

It is my responsibility to coordinate all desired home inspections within the agreed timeline and contractual contingencies. We will also review and discuss the disclosures and preliminary title report. You may approve or negotiate credits and/or repairs. Prior to closing, remember to schedule a final walk-through of the property to verify property is still in acceptable condition and any negotiated repairs were done.

08

Loan Application and Appraisal

If you are obtaining financing, your lender will let you know the list of financial documents necessary to provide to the lender, including a couple months of bank statements, tax records, pay stubs etc. Typically, you will have a mortgage contingency of the agreed upon length to obtain a mortgage commitment. Once your lender has all of your documents, they will review them and issue a Clear-to-Close, which means your loan is complete and the file will be sent to the title company for closing. Your lender will have an appraisal done on the property.



09

Closing

Congratulations! You are now a homeowner. Welcome home!

FINANCIAL OBLIGATIONS

Below is a list of potential financial obligations you will have related to your home purchase. This is meant to be a general guideline for your expectations and we/your lender will provide estimates based on the specific home you choose.

Earnest Money Deposit (Escrow) **Average ~ 1-3% of sales price**

This is the good faith deposit provided as part of your offer. The amount is determined based on the sale price. It's held by the listing brokerage or escrow company in a non-interest bearing escrow account.

Loan Down Payment

The amount you will need for a down payment is determined by the type of loan you qualify for:

- Conventional Financing: 3%-20+%

Inspections Average \$1200-\$1600 **Depending On Home Size**

- Including home, sewer lateral radon, termite, and more.

Appraisal **Average ~ \$500-600**

Lenders require one or more appraisals in order to approve your loan. You will usually need to complete your payment up front.

Insurance

Buyers should budget for homeowners insurance, private mortgage insurance if the down payment is under 20%, and title insurance. Depending on the location, you may also need flood or earthquake insurance. These costs protect both the buyer and the lender from potential risks.

Closing Costs **Average ~ 2-3%**

Closing costs are the funds you will need to have in order to settle, unless negotiated otherwise.

Commission

Sellers may pay all or part of a buyer's broker commission during a real estate transaction. If the seller does not pay on behalf of a buyer, you as the buyer may be required to pay commission.



BUYER REPRESENTATION AGREEMENT

Before we start seeing properties, we ask clients to sign an agreement that allows Compass and a CML + Co Team Member, as your agent, to legally and exclusively represent you and your interests. It establishes a formal relationship between us and outlines the terms and conditions under which we will represent you with your property search.

Essential Components of the Buyer Representation Agreement:

1. Scope of Services: Defines the services we will provide you including property search, property showings, negotiation, and assistance with the purchase process.

2. Property Type and Location: The agreement may include details about the type of property you are interested in (e.g. single family, condo, commercial property, etc.) and the geographic area where you are looking to purchase.

3. Duration: The agreement specifies the period during which you are committed to working exclusively with us as your dedicated agents.

4. Compensation: The agreement specifies how Compass will be compensated as it relates to your representation. We can have a conversation at the start of your search to discuss payment scenarios so we can memorialize it in writing in this agreement. Commissions are negotiable.

50 THINGS A BUYER'S AGENT DOES TO ENSURE A SUCCESSFUL TRANSACTION

01. We will meet for a buyer consultation.
02. Align on the best communication plan throughout the entire process.
03. Encourage you to reach out to a lender for pre-approval and provide recommended lenders (at least 3) if requested.
04. Collect market data and recent comparables in neighborhoods you're interested in.
05. We will complete a buyer questionnaire to understand your needs and objectives.
06. If necessary, I will research off-market opportunities for you to find additional suitable inventory.
07. Create a 'Collection' so you're aware of listings that fit your criteria.
08. Select properties to show you based on your criteria.
09. Pull market trend data to understand what's happening within the broader region.
10. Coordinate showing appointments to gain access to desired listings.
11. Learn relevant details and attributes of the properties shown, including number of bedrooms, bathrooms, square footage, acreage, etc.
12. Attend broker tours to view other available properties on the market.
13. Stay connected to local buyers, sellers, and other agents to maintain a constant view of what drives the market.
14. Reach out to agents with similar listings to understand traffic and buyer demand.
15. Provide objective advice and help you evaluate the pros and cons of different properties.
16. Prepare a Comparative Market Analysis (CMA).
17. Understand the current condition of the property for negotiation purposes with the assistance of experts.
18. Advise you on potential offer strategies that reflect current market conditions.
19. Help you obtain HOA documents if needed.
20. Review all transaction documents with you in advance of writing any offer.
21. Review all forms in the disclosure package.
22. Coordinate additional access to the property, if necessary.

23. Join you while you meet with experts about desired improvements including landscaping, painting, fixture updates, minor and major renovations, etc.
24. If requested, recommend at least three vendors to you on your specific request.
25. Maintain consistent communication to provide market updates.
26. Monitor any changes in the market to refine offer strategy and make needed updates (revising price, terms, etc.) accordingly.
27. Explain the offer process, timeline, and recommended preparation.
28. Align on offer strategy and prepare the offer on your behalf.
29. Notify the listing agent you are submitting an offer.
30. Advise and strategize with you on counteroffer response.
31. Negotiate terms as needed with the listing broker and seller in writing
32. Notify you when terms are agreed upon.
33. Assist with the review of the final contract, disclosures, pre-qualification letter, and wiring instructions, if applicable.
34. Coordinate the signing of the final agreement.
35. Facilitate deposit of earnest money and down payments.
36. Create and execute closing timeline and transaction review.
37. Stay in close contact with all relevant parties through next steps.
38. Share estimated timeline and all documents with client and Attorney(s), if applicable.
39. Coordinate and confirm inspection.
40. Coordinate and confirm appraisal has been received.
41. Confirm loan approval has been received.
42. Coordinate final walk-through and address issues that may arise by communicating with the seller's agent.
43. Remind you to order home warranty (if applicable).
44. Remind you to order homeowners insurance and set up utilities.
45. Request final closing figures from the closing agent (attorney or title company).
46. Advise you to carefully review closing figures with settlement service provider.
47. Facilitate closing for you and the seller.
48. Confirm recording of deed, if applicable.
49. Transfer of keys and property access.
50. Welcome you to your new home!

KEY TERMS TO KNOW

Closing Statement

The financial disclosure statement that accounts for all of the funds received and expected at the closing, including deposits for taxes, hazard insurance, and mortgage insurance.

Condominium

A form of real estate ownership where the owner receives title to a particular unit and has proportionate interest in certain common areas. The unit itself is typically a separately owned space whose interior surfaces (walls, floors, and ceilings) serve as its boundaries.

Contingency

A condition that must be satisfied before a contract is binding. For example, a sales agreement may be contingent upon the buyer obtaining financing.

Conversion Clause

A provision in some ARMs that enables you to change an ARM to a fixed-rate loan, usually after the first adjustment period. The new fixed rate is generally set at the prevailing interest rate for fixed-rate mortgages. This conversion feature may cost extra.

Cooperative

A form of multiple ownership in which a corporation or business trust entity holds title to a property and grants occupancy rights to shareholders by means of proprietary leases or similar arrangements.

Earnest Money / Escrow Deposit

The portion of the down payment delivered to the seller or escrow agent by the purchaser with a written offer as evidence of good faith.

Escrow

A procedure in which a third party acts as a stakeholder for both the buyer and the seller, carrying out both parties' instructions and assuming responsibility for handling all paperwork and distribution of funds.

FHA Loan

A loan insured by the Insuring Office of the Department of House and Urban Development; the Federal Housing Administration.

WE LOOK FORWARD TO WORKING WITH YOU!

We recognize and value the trust our clients place in us and strive every day to exceed their expectations. As high-touch professional agents, we are known for our unmatched devotion to our clients. Communication is key in this business, so if you are looking for an agent that has your back, will offer candid advice, and thoroughly explain each step in the process, look no further!



CML
— & CO —

CML & Co.

Your Trusted Real Estate Team

M: 314.541.6985

cmlco@compass.com

CMLCoSTL.com