

**exp**<sup>®</sup>  
REALTY



SHOWCASE HOME GROUP

*Showcase Your Home*

personal service - modern systems - proven results

# *Your Home* Buying Guide

Your Agent: Rene Kinney



# About



SHOWCASE HOME GROUP

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personal service - modern systems - proven results



Homes Sold

171

\$49M volume

2023



Homes Sold

293

\$83M volume

2024



Homes Sold

474

\$137M volume

2025

The Showcase Home Group is one of the top-performing real estate teams in Northeast Ohio, consistently ranking in the top 0.5% of teams nationwide. With a combination of modern marketing, strong negotiation, and a client-first approach, our team has built a reputation for delivering results whether you're buying your first home or making your next move.

When you work with me and the Showcase Home Group, you get: Access to a high-volume, well-connected network

Early opportunities on homes before they hit the market, Proven negotiation strategies backed by hundreds of transactions, systems and support that make your experience smooth and stress-free.

"When you choose me, you're not just hiring one agent — you're gaining the power, experience, and strategy of an entire top-producing team behind you."

# Your Home Buying Journey



1

## Consultation

We talk about your goals, timeline, and must-haves.



## Pre-Approval

Connect with a lender to determine your comfortable price range.



## Home Search

Tour homes and find a right fit.



## Offer

Submit a strong, strategic offer.



## Under Contract

Inspections, appraisal, and final loan approval.



## Closing

Sign paperwork and get your keys!



## Welcome Home

Celebrate — you're officially a homeowner!



**Rene Kinney**

330-441-6848

YourRealtorRene@gmail.com

*Your Agent*



Rene Kinney

330-441-6848

[www.ReneMarie.biz](http://www.ReneMarie.biz)

[YourRealtorRene@gmail.com](mailto:YourRealtorRene@gmail.com)



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# My Commitment to you!

1

## GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door. Looking at dozens of homes every week, I can help you identify potential problems within a home.

2

## HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to arise, I will be your guide and handle negotiating any repairs or changes in price up to the sellers.

3

## 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 it means before ever signing on the dotted line.

4

## 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 affect the value of a home, we will make sure we submit a competitive offer on the right house for you.

5

## NEIGHBORHOOD EXPERT

Buying daily in neighborhoods with new homes, new builds, and negotiating with sellers, I have the market knowledge you need to get the best value from your purchase. Understanding the local area around you will also be a huge step when it comes time to make an offer on a home.

6

## PROBLEM SOLVER

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

# NAR Settlement

## Understanding the Recent NAR Settlement

Recent changes following the National Association of REALTORS® (NAR) settlement are bringing more transparency to how real estate commissions are handled—especially for buyers. One of the biggest updates is that buyers are required to sign a Buyer Representation Agreement before touring homes, which outlines how their agent is compensated. While this may sound like a major shift, in practice, many transactions still look very similar to before.

## How Buyer Agent Compensation Works?

There are several ways buyer agent compensation can be structured within an offer:

- Seller-Paid Compensation (Most Common)

The buyer can request that the seller cover the buyer agent's commission as part of the purchase agreement.

- Concessions/Credits

The buyer can ask for a seller credit at closing, which can be used to offset buyer agent fees (along with other closing costs).

- Negotiated Purchase Price Adjustments

In some cases, the purchase price can be adjusted to help incorporate the buyer agent's compensation into the overall deal structure.

- Buyer-Paid (If Needed)

If a seller is unwilling to contribute, buyers can pay their agent directly—but this is less common and often avoidable with the right negotiation strategy.

## What This Means for You

In most cases, sellers are still offering compensation to buyer agents to remain competitive and attract strong offers. My role is to guide you through these options, structure your offer strategically, and negotiate in a way that protects your best interests—while keeping your out-of-pocket costs as low as possible.