

SUPATRA & CO. RELOCATION BOOK

#RESULTSTHATMOVEYOU



(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Kansas City, Here I Come!

Making a Smooth Transition

We work with corporate executives and individuals to help make their life transition to Kansas City as smooth as possible. We pride ourselves in offering an outstanding level of care and attention-to-detail with each move. As we all know, moving is tough. However, when you move out of state or perhaps out of the country, things can be especially difficult. That is why our team has provided this helpful booklet of information that can help your move to Kansas City as seamless as possible.

Why Kansas City?

- KC was ranked third in “Best Cities for Relocating Families” in the United States.
- According to Money Magazine, Overland Park has been ranked #9 in their “Best Places to Live in America”.
- KC was also named “Top 25 Best Cities for Business” and within the “Top 40 Strongest U.S. Metro Economies” by Business Week.

Making Executive Orientation Program

- Executive level city tours
- Complete home buyer orientation program
- Complete confidentiality
- Knowledge of SIX county areas, which gives buyers an objective overview of all real estate options
- Different options for finding a home, such as leasing, lease with option to purchase, and purchasing a home

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Kansas City, Here I Come!

Kansas Schools Districts:

Shawnee Mission School District (913-993-6200)

Blue Valley School District (913-239-4000)

Olathe School District (913-780-7006)

DeSoto School District (913-667-6200)

Missouri Northland School Districts:

North KC School District (816-321-5000)

Parkhill School District (816-359-4000)

Platte County School District (816-858-5420)

Liberty School District (816-736-5300)

Missouri East School Districts:

Lee's Summit School District (816-986-1000)

Blue Springs School District (816-224-1300)

Ray-Pec School District (816-892-1300)



Demographics (on average):

Age: 35

ex: Male 48.59%, Female 51.41%

Marriage Rate: 39.5%

Home Ownership: 53.4%

College Graduate: 21.44%

Source: World Population Review 2020

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Meet Our Team



Supatra Brown
Team Lead



Morgan Begin
Executive Assistant

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Meet Our Team: Buying, Listing, and Leasing Specialists



Pete Fortune



Lexie Bosley



Scott Davis



Matthew Shelton



Jillian Beveridge

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Leasing

Relocating to Kansas City but not yet ready to buy? We offer 2 leasing programs: homes in our investors' current inventory and homes our investors will purchase to lease to you.

Current Inventory Homes

- High end lease homes that range anywhere from \$1500-\$4000 a month all throughout the entire metro
- Set available move-in date based off when current tenant is leaving. Some homes are available for move in that same day
- Limited amount of homes
- Can do a short term lease at minimum of 6 months (this will vary case by case and will cause monthly amount to increase if approved)

New Inventory Homes

- High end lease homes that range anywhere from \$1500-\$4000 a month
- Homes are listed for sale on the MLS. You pick out which home you want to lease, the investors purchase that move, and lease as normal
- Option to purchase the home if desired, however, never required
- Homes available in approved communities all throughout the metro
- More options available this program
- Takes 5-6 weeks from approval to get into a home with some flexibility on move-in date
- Must be approved before seeing homes. Approvals are good for up to 3 months and applied to every home available through this program
- 12 month leases at a time only. Have first right to renew lease for up to 5 years

For more details on these lease programs or for an application invite, please contact our team directly.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

The Mortgage and Loan Process

Financial pre-qualification or pre-approval

- Application and interview
- Buyer provides pertinent documentation, including verification of employment
- Credit report is requested
- Appraisal scheduled for current home owned, if any

Underwriting

- Loan package is submitted to underwriter for
- Approval
- Underwriter may come back and ask for additional documents

Loan approval

- Parties are notified of approval
- Loan documents are completed and sent to title

Title company

- Title exam, insurance and title survey conducted
- Borrowers come in for final signatures

Funding

- Lender reviews the loan package
- Funds are transferred by wire

Why pre-quality?

We recommend our buyers get pre-qualified before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means. Your pre-approval letter is your ticket to get into homes for showings.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Making an Offer

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

The 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. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice because the seller may be insulted and therefore decide not to negotiate at all.

Earnest Check

When we meet to write an offer, please bring your checkbook and be prepared to write an earnest deposit check for at least 1% of the asking price. This deposit will go towards the purchase price if your offer is accepted and will be deposited into an escrow account as early as 2 days after your offer is accepted.

The Move-in Date

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

Additional Property

Often, the seller plans on leaving major appliances in the home, however, which items stay or go is often a matter of negotiation. Fridge is not always included and washer/dryer is very rare!

Typically, you will not be present at the offer presentation - we 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 with changes

By far, the most common is the counteroffer. In these cases, my experience and negotiating skills become powerful in representing your best interests. When 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. We will ensure that we negotiate the best possible price and terms on your behalf.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Under Contract, Now What? Inspections!

Most whole house inspections last from 2-4 hours. As the buyer, you should attend the inspection, if possible. It is the time that you will learn about the health of the house you are purchasing and learn some important maintenance information. I will also be there. There are numerous inspections that I recommend and their average prices:

Whole house inspection: \$395

**Termite inspection (per the contract, seller is obligated to treat if recommended):
\$80**

Radon inspection: \$125

Sewer/water line scope: \$205

Structural inspection needed only if recommended by the Whole House Inspector. Prices do vary per each inspector.

After all the inspections are completed, we will discuss what items are of concern. These should be items that, if you had known about when you made the offer, you would have made a different offer. This includes things that are structural, environmental, safety in nature, or something currently causing damage (such as a water leak).

You may request that the seller make repairs, reduce the purchase price, and/or apply a credit towards your closing costs. The only thing they are required to do, however, is treat for termites.

Once we have asked the seller to negotiate the contract (due to inspection items found), we will have 5 days to renegotiate. Only 3 things can happen during those 5 days: we renegotiate and come to terms with the seller, the seller agrees to address all the items requisition, or you (as the buyer) accept that house in its "present" condition.

After the 5 days, either party in writing can cancel the contract. Note that if the sellers have a "back-up" offer, they do not have to share that information with us. If they seem unwilling to negotiate, that may be why. If you really want the house, you can agree to buy it as is and the seller will be obligated to honor your contract (if done during that 5 day window).

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Under Contract, Now What?

How often can we go see the house to show our family/friends?

The seller will allow us access to the house during your inspections, re-inspection of any repair items, and your walk-through. I would suggest that at the inspections, you bring a camera and measuring tape. It will be a great time to think about where all of your furniture will be going!

When do I contact my insurance agent?

You should be contacting your insurance agent right now or no later than during the inspection period.

When will the appraisal be done?

Your lender will order the appraisal, usually after we have completed negotiating the inspection items. Occasionally, the appraiser will request repairs and these must be done (or your lender will not give you a loan). If the home is older or needs some work, I would recommend ordering the appraisal before our inspection period is over so we can ask for these repairs to be made by the seller.

When do I call about the utilities?

The seller is to have the utilities on (unless a foreclosure property) until closing. Be sure to call a day or 2 prior to closing and get the utilities turned on, in your name, starting on the closing day.

What about the final walk-through?

As buyers, you are entitled to a final inspection of your property prior to closing. Typically, this is conducted 1-2 days prior to closing. This is in order to assure that the property is in the same condition as the day the contract was signed and that any repairs agreed on were completed.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Closing 101

Prepare for it!

Closing day marks the end of your home-buying process and the beginning of your new life! To make sure your closing goes smoothly, you should bring the following:

- A certified check for closing costs and down payment (make the check payable to the title company)
- Photo IDs

Who attends the closing?

Sellers and buyers attend separate closing appointments. The seller will close several days before you do. I will attend the closing and so may your lender. Your closing will take about an hour or so to complete. If you cannot attend, you must get approval from the mortgage company and will need someone to sign on your behalf with a Power of Attorney. If you are married but only one spouse is on the loan, your lender may still require for you both to be there.

Own it!

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are:

- Delivery of the buyers' funds: this is the check or wire funds provided by your lender in the amount of the loan.
- Delivery of the deed: a deed is the document that transfers ownership of real estate. The deed names the seller and buyer, gives a legal description of the property, and contains the notarized signatures of the seller and witnesses.

At the end of the closing, the deed will be taken and recorded at the county clerk's office. It will be sent to you after processing.



RESULTS THAT MOVE YOU

Frequently Asked Questions

How will you tell me about the newest homes available?

The Multiple Listing Service Website provides up-to-date information for every home on the market. I constantly check the "New on Market" list for my clients. I will get you this information right away in whichever way is most convenient for you (phone and/or email).

Will you inform me of homes from all real estate companies or only Platinum Realty?

I will keep you informed of all homes. I want to help you find your dream home, which means I need to stay on top of every home that is available on the market.

Can you help me find new construction homes?

Yes. I can work with most builders and get you the information you need to make a decision. On your first visit with the builder, I will accompany you. By using my services with a new construction home purchase, you will receive the services I offer, as well as those provided by the building (at no additional cost).

How does "for sale by owner" (FSBO) work?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving commission cost. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most times, the homeowner will work with an agent, even though their home is not listed (because the agent is introducing a potential buyer to their property).

Miscellaneous:

- Get any and all paperwork the lender requests to them in a timely manner. If not, it could delay your closing, which may put you in breach of the contract.
- Do not make any major purchases until after you close. Your lender did a credit check when they gave you your pre-approval letter. They will pull it again before closing.
- Do not change jobs before you close without talking to your lender first.
- Don't forget to make your moving arrangements so that you will be ready to move into your new home.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Service Partners

Insurance:

American Family Insurance - David Rieder
678-416-0610
drieder@amfam.com

Avidity Insurance - Brian Compton
913-544-1195
bcompton@avidityinsurance.com

Mortgage:

Fountain Mortgage - Katie Grimes
913-850-2690
kgrimes@fountaintmortgage.com

Fairway Mortgage - Nomi Smith
913-396-4464
nomi.smith@fairwaymc.com

Open Mortgage - Bill Draper
816-838-3679
williamdraper@openmtg.com

Roof:

Village Construction - Charlie Gonzales
913-912-0267
cbarlieroofer@gmail.com

Easton Roofing - Dan Patti
913-302-6505
dan@eastonroofingkc.com

Pest:

Pest:Blue Beetle - Mitch Shipman
816-333-7378
bluebeetlepest@gmail.com

Structural Engineer:

Robert Quick
816-728-2081
bobquick00708@gmail.com

Foundation work:

KC Quality Foundation
913-787-4024
kcquality@gmail.com

Mold removal:

KC Mold Guys - Mike Troyer
816-256-2499
mike@KCMoldguys.com

Radon mitigation:

Alpha Radon - Matt Snyder
816-591-6056
mattjsnyder@sbcglobal.net

Certified Radon - Travis Siegfried
816-587-3500
info@certifiedradonkc.com

Inspectors:

Byron Inspections - John Byron
816-650-9110
johnlbyron@gmail.com

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE