

# BUYER GUIDE

**SALLY MOORE**

KELLER WILLIAMS PLATINUM PARTNERS



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

**"...BUYING A  
HOME IS THE  
ESCALATOR TO  
WEALTH IN  
AMERICA.  
HOMEOWNERS  
ARE WORTH  
FORTY TIMES  
MORE THAN  
RENTERS."**

David Bach

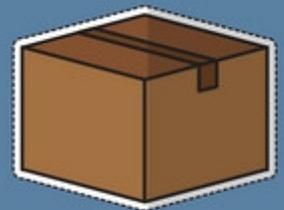
Self-made millionaire quote to CNBC

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## FIRST-TIME HOMEBUYER TIPS

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## ABOUT ME

# Sally Moore

AGENT / OWNER

**816-308-6806**

*Top 1% of Realtors® in Kansas City for home sales*

Selling and buying homes is in my blood! I flipped and rehabbed homes for several years before finally becoming a Realtor® myself. With more than a decade of real estate experience and 20 years as a television news reporter and anchor, you can always expect "Moore" for your money with my team!

It's an honor to be considered among the top 1% of Realtors® in the Kansas City Metropolitan area!

As the exclusive Realtor® for Stone Canyon in Blue Springs, Sonora Valley in Blue Springs, Rosewood Hills in Grain Valley, and Ryan Meadows in Grain Valley, my relationships with award-winning builders offer buyers unprecedented access to purchase options.

Plus, you always get FREE home staging! As an Accredited Staging Professional, I transform spaces into inviting sanctuaries for buyers.

My customers are always top of mind, whether it's day or night! I'll work tirelessly to help you!

It's an honor to have been named a multiple-year recipient of the Five Star Real Estate Professional Award. It's kind of the real estate equivalent of a television news EMMY award! Funny, I won several of those, too! The skills required to earn both are the same: a dogged determination to seek the truth, help others, and make a difference in someone's life!

I've been a resident of the Lee's Summit area since 1997.

I'm licensed to sell real estate in Kansas and Missouri. I look forward to selling your home or finding you one in the Kansas City area.

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REAL ESTATE TEAM

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## BUYER TIPS

# Down payment help

### YOU DON'T NEED 20% DOWN

[Click here for more Kansas City area down payment programs](#)

It's possible to purchase a home even if you do not have a 20% down payment. Waiting to buy a home may cost you money if interest rates or home prices rise. Many of these assistance programs help you avoid private mortgage insurance (PMI).

#### USDA No down payment loan

This loan program offers no money down financing. While USDA offers this loan, the house doesn't have to be on farmland to qualify. Although, your address must be in an eligible area. It's also an income eligible program.

#### FHA loan

This offers low down payments, low closing costs, and easy credit qualifications. The down payment is as low as 3.5% of your home's purchase price.

#### HomeReady Fannie Mae

This program offers a 3% down payment, which is even lower than an FHA loan. Your credit score must be 620 or better with low to moderate income.

#### Missouri First Place loan

Cash loans through this program reduce the closing costs or down payment. Non-cash loans lower the interest rate. It's designed for first-time homebuyers, but anyone who hasn't owned a home for three years qualifies.

#### Missouri Mortgage Credit Certificate

This is a non-refundable tax credit. It's 25% of the amount of mortgage interest you pay each year. You must be a first-time homebuyer and meet certain income requirements.

#### Missouri Next Step

Incentives are offered if you buy a home in a designated area of opportunity. All buyers are eligible.

#### VA Home Loan

No down payment loans with no PMI for veterans, active-duty service members, and certain members of the National Guard and Reserves.



## BUYER TIPS

# Pre-approval

### GET PRE-APPROVED BEFORE YOU SEARCH FOR HOMES

#### THEY MAKE AN OFFER STRONGER

##### *Documents you'll need to get pre-approved*

Pre-approval letters make an offer on a home more competitive, especially in a seller's market.

With a pre-approval, the lender checks your credit and verifies your financial paperwork. It's different than pre-qualification which is an estimate of how much house you can afford, based on unverified financial information that you provide. A pre-approved buyer looks better to a seller than a pre-qualified buyer.

In a seller's market, buyers need to make as strong an offer as possible. A pre-approval letter helps set you apart and puts you one step closer to your next home.

Shop around for a lender, just like you shop around for the best price on other high ticket items. Fees vary from lender to lender, so shopping around can save you thousands of dollars over the life of your loan.

Consider different types of lending institutions including a national bank, local, credit union, and mortgage broker.

It's better to spend the time shopping around during the pre-approval process, rather than when you find a house. At that point, time is usually of the essence if the seller wants to close quickly.

You'll need the following documents:

- Proof of income
- Statements for assets
- Employment verification
- Address verification
- Credit score\*
- Personal identification

\*Your lender will pull your credit score for you.



## BUYER TIPS

# Mortgage savings

### SHOP AROUND FOR A MORTGAGE

#### *Save thousands of dollars*

How would you like to save \$3500 in five years on your mortgage? It's possible if you shop around for a mortgage and get a 4% interest rate over 4.5%. Just a half a percent, saves you thousands in just the first few years of homeownership.

Despite the significant savings, nearly half of all mortgage borrowers don't shop around for a mortgage according to the Consumer Financial Protection Bureau (CFPB). It's a costly mistake.

You can shop from the comfort of your own home! Pick up the phone and call multiple lenders to compare interest rates and fees.

Multiple mortgage inquiries don't hurt your credit as long as they're done within 45 days.

Get three quotes and compare the savings.

Talk to the lenders about various loan options, especially if you're a first-time homebuyer. If you don't have a 20-percent downpayment, there are assistance programs to avoid private mortgage insurance or PMI. We have some downpayment programs on page 6.

Also, think about loan terms if you can afford it. You'll get a lower interest rate if you get a 15-year mortgage compared to a 30-year.

Also, look at buying down the interest rate with points. They are fees paid to the lender or broker to get a lower rate. Ask for the dollar value of the points so you know how much you're paying and if it's worth it in the long-term.

# Mortgage Calculator

[Click here](#) to find out how much you can afford.



amortization calculator		Break-up of Total Payment					
<b>Loan Amount</b>	<input type="text" value="\$ 250,000"/>	<b>Monthly Payment</b>	<b>\$1,880.70</b>				
<b>Interest Rate</b>	<input type="text" value="% 4.25"/>	<b>Total Interest Payable</b>	<b>\$88,525.28</b>				
<b>Amortization Period</b>	<input type="text" value="15"/> <input type="button" value="Yr"/> <input type="button" value="Mo"/>	<b>Total of Payments (Principal + Interest)</b>	<b>\$338,525.28</b>				
		<table border="1"><tr><td>73.85%</td><td>Principal Loan Amount</td></tr><tr><td>26.15%</td><td>Total Interest</td></tr></table>		73.85%	Principal Loan Amount	26.15%	Total Interest
73.85%	Principal Loan Amount						
26.15%	Total Interest						

usmortgagecalculator.org

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## BUYER TIPS

# Perfect Neighborhood

### WHERE SHOULD YOU LIVE?

#### *Consider these 7 factors*

#### **1. Proximity to your hot spots**

Location, location, location! How long does it take to get to your favorite hot spots and essentials like gas stations, grocery stores, and shopping?

#### **2. School district**

High performing school districts drive home sales because families want to live in these areas. Even if you don't have a family now, consider the strong resale value you'll get in Blue Springs, Lee's Summit, and Grain Valley.

#### **3. Safety**

Safety is a top reason homeowners choose neighborhoods, especially if they have children.

Blue Springs and Lee's Summit offer crime mapping, which shows you police activity in certain neighborhood blocks.

#### **4. HOA**

If a neighborhood has a homeowners association, look into the strength of it and its financial health.

#### **5. Spend time in the neighborhood**

The best way to get a feel for a neighborhood is to walk around and drive it. Do this during the day and at night. Look at homes and talk with residents. Are homeowners happy? Do homeowners take care of their homes? Are there lots of children or is the neighborhood quiet?

#### **6. Consult with a Realtor®**

When you're interested in a home, Realtors® provide comparable home values in a neighborhood. That tells you a lot about a neighborhood. The data shows you how long homes sat on the market, how the sale price compared to the list price and the price range of homes. If you're selling a home in addition to buying one, [click here for a FREE home value report](#).

[Click here](#)

to start your  
home search



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## NEW CONSTRUCTION

# Stone Canyon

## BLUE SPRINGS

### RESORT STYLE COMMUNITY WITH GOLF COURSE LOTS

*Homes from \$300-thousand up to \$1-million*

Stone Canyon features custom homes from award-winning builders including Kevin Stallings of Dreams & Design Building, Robert Foushee of Foushee Homes, and Dave Richards of Dave Richards Homebuilding.

The custom homes start at \$300-thousand and go up to \$1-million.

Kevin Stallings of Dreams and Design Building is a premier luxury home builder. He specializes in energy-efficient homes. He's one of the few home builders in the Midwest to be Energy Star 3.0 certified. Homeowners see utility savings month after month. On average, these homes are 45-percent more efficient than the average home.

At Foushee Homes, the focus is on the customer. Craftsmanship, attention to detail, and personal service are top of mind for Foushee.

David Richards Homebuilding works closely with customers to build a home of their dreams. His homes are affordable, with high-end finishes. These include wood floors, ceramic tile, and granite countertops.

Just steps from your home is a golfer's paradise. The subdivision is built next to the Greg Norman designed 18-hole Stone Canyon Golf Club. It's the only Greg Norman Signature Design Golf Course in the Midwest. It's also one of the best public golf courses in Missouri, according to Golf Magazine.

We're quickly running out of prime golf course lots, so get yours today!



## NEW CONSTRUCTION

# Rosewood Hills

## GRAIN VALLEY

### ACTIVE NEIGHBORHOOD WITH STRONG SENSE OF COMMUNITY

*New phase of development in established community*

If you're looking for an active neighborhood with a strong-sense of community, add Rosewood Hills in Grain Valley, Missouri, to your housing search. The development started in 2002, and builders are working on the 8th phase of development.

The community hosts a Fourth of July parade, community garage sales, cookouts, and a holiday light contest. With subdivisions like Rosewood Hills, it's no wonder Grain Valley is one of the fastest growing communities.

Rosewood Hills features three custom home builders including BC Residential Homes, Dave Richards Homebuilding, and Foushee Homes.

Kevin Stallings of BC Residential Homes is a premier home builder specializing in energy efficient homes.

Dave Richards Homebuilding creates affordable homes with high-end products like granite countertops, wood floors, and ceramic tile. You get a lot of value with a Dave Richards home.

Robert Foushee builds high-quality homes with a focus on delivering what the customer wants.

Students attend nearby Prairie Branch Elementary School for Kindergarten through sixth grade. According to GreatSchools, test scores are above the state average.

Grain Valley Schools are some of the best in the country. In 2010, Newsweek recognized Grain Valley as one of the top three high schools in the Kansas City area.



NEW CONSTRUCTION

# Ryan Meadows

GRAIN VALLEY

**HOMES START IN THE LOW \$200'S**

*High-end finishes from Dave Richards Homebuilding*

Homeowners get a lot for their money in Ryan Meadows, and there are great community benefits too.

Dave Richards is the exclusive builder in the community. He takes great pride in creating custom homes with products you'd expect to find in more expensive homes.

You won't find builder grade finishes in Ryan Meadows. Richards uses wood flooring, granite countertops in the kitchen, as well as ceramic tile in the bathrooms, laundry, and other wet areas. There's no vinyl flooring in these homes.

Most plans also feature a walk-in pantry.

The single entrance community keeps traffic to a minimum.

Homebuyers can choose from a variety of lots. Some offer a great view of Grain Valley. Other lots back up to undeveloped farmland, green space, and trees.

Ryan Meadows offers residents a pool, something you don't see in similarly priced neighborhoods.

You won't pay a lot for your house, and you won't pay a lot to live in Ryan Meadows year after year. The Homeowners Association dues are just \$250 a year.

Ryan Meadows is located next to Stony Point Elementary and Grain Valley South Middle School.



## NEW CONSTRUCTION

# Sonora Valley

## BLUE SPRINGS

### MAINTENANCE PROVIDED COMMUNITY

*Dave Richards Homebuilding*

Sonora Valley features 2 bedroom villas up to 4 bedroom homes, in Blue Springs, Missouri.

Dave Richards Homebuilding is the exclusive builder offering high-end finishes for a great price. Homes start in the low \$200's. They include hardwood flooring, ceramic tile, and granite countertops.

The community provides maintenance for a low monthly fee of \$182. This includes snow removal off driveways, lawn mowing, seasonal tree and brush trimming, sprinkler system servicing, and trash pickup.

The community has a pool with cabanas and a small clubhouse.

### Convenient location.

Sonora Valley offers easy access to 7 Highway. Residents are less than 10 minutes from shopping, restaurants, and access to I-70.



## BUYER TIPS

# Home Inspection 101

YOUR HOME INSPECTOR IS YOUR  
PERSONAL DETECTIVE

**HOME, RADON, TERMITE INSPECTIONS**

### *Checklist*

The home inspection is an important part of the homebuying process. The inspector visually checks:

- Roofing
- Exterior
- Structure
- Plumbing
- Electrical
- HVAC
- Appliances

In Kansas City, it's also important to get a termite and radon inspection. Your home inspector may not offer these services. In that case, you'll hire another company to perform these inspections.

Expect to pay between \$400-500 for all the inspections.

Most inspections take around three hours to complete. It depends on the size and condition of the home.

### **Certification matters**

Inspectors certified by the American Society of Home Inspectors (ASHI) adhere to strict technical standards, pass difficult exams, have experience, and follow a strict code of ethics. Certification matters!

**If you don't know an inspector, ask your Realtor® for a recommendation.**



## BUYER TIPS

# Radon 101

KANSAS CITY IS A HIGH RISK AREA

**HAZARD WITH AN EASY SOLUTION**

*Get a radon inspection*

Radon is a radioactive gas that's in many Kansas City homes.

Radon is the second leading cause of lung cancer, according to the U.S. Surgeon General. That's why every homebuyer needs a radon inspection. It's inexpensive to test, and if it's found, there's an easy solution.

A vent pipe typically removes the gas from the home. It's installed in your home's slab. A tall pipe pointing away from the home is a telltale sign of a mitigation system.

You test for radon in the lowest level of your home that you use. Professional testers leave specialized equipment in the home to test for radon over a period of time.

Don't assume a home doesn't have radon because the neighbors don't have it. Every home is different. Play it safe, and have the home you're purchasing tested.

If the home you're buying has a radon mitigation system, you still want a radon inspection. That way you know the mitigation system works properly.



## BUYER TIPS

# Insurance Savings

## HOW TO PAY LESS FOR YOUR HOMEOWNERS POLICY

### SHOP AROUND

*7 steps to paying less for insurance*

#### 1. Get 3 quotes

Call three different companies for quotes. You'll be amazed how much prices vary, especially for homes!

#### 2. Shop more than price

Do an apples to apples policy comparison. Make sure you're getting the same coverage with your 3 quotes.

#### 3. Raise your deductible

Consider different deductibles when pricing policies. Higher deductibles lead to lower insurance premiums. The deductible is the amount you'll pay if you have a covered loss, so make sure you can afford this amount. In Kansas City, hail storms are common so it's likely you'll have to pay the deductible for roof repairs at some point during homeownership.

#### 4. Buy auto & home policies from the same company

It pays to purchase in bulk. Just ask Costco shoppers! The same concept applies for insurance. Many insurers give discounts if you purchase both an auto and homeowners policy.

#### 5. Plan home improvements

If you're buying an older home, with outdated electrical, it may pay off to upgrade the wiring. Ask your insurance carrier before you make the home improvements.

#### 6. Ask about discounts

Take advantage of your insurance agent's knowledge of pricing. Ask him about available discounts for home alarms, security cameras, and more.

#### 7. Get "clued" into the history of your home

The Comprehensive Loss Underwriting Exchange (C.L.U.E.) Seller's Disclosure Report is a consumer report that alerts homebuyers to previous insurance claims for things like water damage.



## BUYER TIPS

# Seller's Market Tips

### HOW TO AVOID OVERPAYING IN A SELLER'S MARKET

#### *Strategies to save money*

You're looking for a new home, but at a time when prices are up! First of all, know you're making the right choice to buy now. Interest rates may go up so waiting isn't the answer. Whether you had a baby, got married, saved up for awhile, or got divorced -- buying is usually the better financial choice.

This is how you find the home of your dreams without overpaying.

#### **1. Create a housing wish list**

Create a list of must-have items, negotiable features, and dream home amenities. Stick to this list when you search for homes.

#### **2. Create a housing budget**

How much are you willing to pay each month while still meeting long-term and short-term financial goals?

#### **3. Consider new construction**

With most new homes you won't have a significant expense for up to 10 years so it keeps your emergency fund intact.

#### **4. Look at various priced homes**

Bidding wars and declined offers happen in a seller's market, so look at homes at the high and mid-range of your budget. That way you'll stay within budget.

#### **5. Don't dismiss a home based on photos**

Pictures don't always tell the full story. You get a better feel for a home walking through it. In a seller's market, keep an open mind. If you invest some TLC in a home, you can make it shine and still get a good deal.

#### **6. Write a personal note**

Include a personal note in your offer to make the transaction personal.

#### **7. Be ready to close quickly**

Have a pre-approval in hand when you make an offer and be ready to close quickly.

#### **8. Choose a recognized & respected Realtor®**

Buyers don't pay agent fees, so hire a master negotiator who has experience and connections. Ask friends and family for recommendations.

Let me know how I can help

[Click here](#)

To get homes that fit your wish list delivered  
right to your Inbox



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