



# BUILDING CONSULTATION



**DANI BEYER REAL ESTATE**

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# Meet the Team



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# Welcome!

## NOTE FROM DANI BEYER, CEO & LEAD LISTING SPECIALIST

Choosing the right agent is just as important as choosing the right builder. That's why we put together this informational guide to showcase the expertise and five-star services we bring to each and every client.

Our team is here to answer any questions about the home building process you may have. Thank you for allowing us the opportunity to earn your trust. We look forward to being your real estate resource for life!



*Dani Beyer*

**CEO & LEAD LISTING SPECIALIST**

(816) 716-5172

[dani@danibeyer.com](mailto:dani@danibeyer.com)

## *Our Promise*

From start to finish, the Dani Beyer Real Estate team is here to serve you. Building a home can be stressful, but you can rest easy knowing our five-star client services has given us a trusted name and reputation. We are here to make building a home an enjoyable, worry-free process!



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# Why You Need an Agent



Working with an experienced real estate agent is essential to navigate the complex process of new construction, ensuring your interests are protected from start to finish. From negotiations to final walk-throughs, we're with you every step of the way to ensure your vision becomes reality. Here's how we can help:

## **ADVOCATE FOR YOU**

The on-site agent works for the builder, but we're here to represent you!

## **UPGRADES & CUSTOMIZATION**

We help you spot the upgrades worth investing in and the ones that aren't.

## **WRITTEN RECORDS**

We summarize everything discussed to keep details in writing so all parties are on the same page.

## **TOUGH CONVERSATIONS**

We handle the tough conversations with the builder so you don't have to.

## **RESALE CONSIDERATIONS**

We ensure your new home has features that maintain its value.



# THE HOME BUILDING PROCESS

*Start Here...*

## SCHEDULE A CONSULTATION

Your first step is to schedule a building consult with one of the expert agents on our team. During this consultation, your agent will explain the home building process and learn more about your needs, wants and preferences. Your agent will also go over the buyer agency agreement, ensuring you understand the benefits of having professional representation, and will have you sign it to begin the process.

## GET PRE-APPROVED

If you are obtaining a loan, a pre-approval from a reputable lender is a must before building a home. Our preferred lender will help you pick the best loan program to help meet your financial goals. Be sure to explore rate lock programs for new construction.



**Meggan McDonald**  
meggan.mcdonald@supremelending.com  
www.megganmcdonald.com | (816) 268-6015

## HOME SELLING & TIMING

If you have a home to sell, we'll help you explore all options and programs with your lender to make the process as seamless as possible.

## EXPLORING BUILDERS & FLOOR PLANS

We'll provide info for builders, subdivisions, lots, open houses, spec homes and floor plans that would best fit your lifestyle.





# Making an Offer

## MEETING THE BUILDER

In most cases, before submitting an offer, we will meet with the builder to review their process. This ensures you know the expected timelines for the build, communication procedures, and any potential delays that might arise. It can take between 9-12 months to complete the home building process. We will also discuss warranties, earnest money requirements, and potential site costs. Your agent will guide you through these meetings so you won't miss anything.

## DIVE INTO THE CONTRACT

Builders often use their own contracts, which can differ from standard real estate agreements. These contracts sometimes include provisions that favor the builder – we will go over every line with you to ensure there are no surprises.

## EARNEST MONEY

Most builders require a non-refundable earnest money deposit to begin construction. It's important to understand this from the beginning to avoid costly mistakes.

## ALLOWANCES

Builders may provide allowances for certain features like flooring, lighting, and appliances, which are capped at a specific amount. We'll help you understand what is included in these allowances, where you may need to budget for upgrades, and share ideas for reducing costs.

## NO SURPRISES

Many items you expect to be included in your home may not be unless specifically written into the contract. This could include things like mailboxes, garage door openers, appliances, window treatments, and bathroom hardware. We will discuss your needs and wants so there are no surprises later.

# During the Build

## COMMUNICATION

We work to keep communication flowing smoothly between you and the builder. Builders often have their own schedules and communication styles, and we ensure you're looped in on every update and copied on emails so you're never in the dark.

## UPGRADES

Upgrades are a great way to personalize your new home, but it's important to balance your choices with your budget and long-term needs. At Dani Beyer Real Estate, we'll help you prioritize upgrades that will enhance your living experience and maximize the value of your new home!

## MODIFICATIONS & CHANGE ORDERS

During the building process, you might want to make changes to the original plans. Modifications typically require change orders, which are formal requests for alterations that can come with additional costs and could delay the project's timeline. These changes need to be carefully considered and communicated clearly with the builder to ensure they are documented and agreed upon by all parties. While modifications offer customization, we'll help you weigh the costs and impacts on the overall build to ensure they align with your budget and timeline.

## DELAYS

Construction often encounters delays due to weather, supply chain issues, or unforeseen circumstances. We manage expectations and work with the builder and your lender to ensure you're ready to lock in your interest rate at the optimal time. If delays push closing back, we help navigate that process.



# Inspections & Walk-Through

## HOME INSPECTIONS

Even with a brand-new build, an independent inspection is suggested.

An inspector ensures everything in your shiny new home works as it should, and there are no surprises lurking under the surface. It's all about protecting your investment and giving you peace of mind!



**Bryan Standley**

bryan@inspectkc.com

www.inspectkc.com | (816) 343-9562

## PRE-CLOSING WALK-THROUGH

Before closing, we will schedule a home orientation with the builder or their representative. Any issues or touch-ups should be pointed out so the builder can address them. If necessary, we will schedule a follow up walk-through to ensure your concerns were properly addressed.

## EXTERIOR COMPLETION

Sometimes exterior items like landscaping, sod, sprinklers or patios may not be completed before closing. In this case, funds are held in escrow until the work is done and you sign off to ensure it's completed to your satisfaction.

# Real Estate Taxes

## TAX ESTIMATE

New homes are assessed for real estate taxes based on the land value only until the county reassesses the property after the home is built and sold. This means your taxes will increase in the following year. To avoid surprises, we encourage you to have a discussion with your lender who may suggest saving extra or paying more into your escrow account. A good rule of thumb is to save or plan for approximately 1.6% of your home's sales price for real estate taxes in the future.



# Final Steps

## APPRAISAL

Unless you are purchasing with cash, an appraisal will be ordered by your lender to ensure the home is valued at or above the contract price.

## GET INSURED

Set up homeowner's insurance prior to closing on your new home.



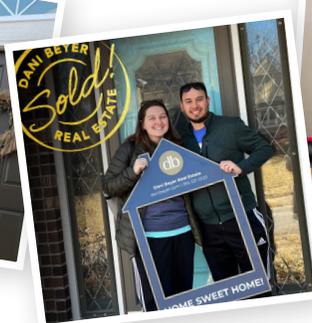
**Samantha Morain with Walnut Risk Insurance**  
 samantha.morain@walnutrisk.com  
 (816) 503-6222 | www.walnutrisk.com

## UTILITIES

Our concierge will contact you before closing to help you get utilities including water, gas, electricity, cable, etc. transferred into your name as of your possession date.

## ATTEND CLOSING APPOINTMENT

We recommend closing as early in the day as possible. This ensures that funds are disbursed on time, and you can get the keys to your new home without any delays. You will need your driver's license and any funds for the closing in the form of a cashier's check or by wire transfer from your bank. Your lender will provide you with the final amount due. After all parties have signed closing documents, the title company records the sale with the county. You'll receive your keys at the time of possession. Time to get moving!



## TIPS FOR A SMOOTH TRIP TO THE CLOSING TABLE...

- Don't quit or change jobs
- Don't make any major purchases without checking with your lender
- Don't change bank accounts or overdraw accounts
- Don't make any large cash deposits or withdrawals into bank accounts
- Don't close any credit accounts
- Don't max out or overcharge credit accounts
- Don't take out a new loan or co-sign on a loan
- Don't open a new cell phone account
- Don't pay off loans, collections, or credit cards without discussing it with your lender
- Don't take out new student loans without contacting your lender
- Don't take out a cash advance from your credit card during the loan process

## EXCLUSIVE BUYER AGENCY AGREEMENT

An exclusive buyer's agency agreement is a contract between a buyer and a real estate agent that outlines the services that will be performed for the buyer in exchange for compensation.

## OUT OF POCKET EXPENSES

Down payment & closing costs vary per loan program and lender.

**Appraisal Fees** - \$550-\$800

**Inspection Fees** - \$395 and up

**Earnest Money** - 1% to 10%+ of purchase price depending on the builder (credited towards the down payment at closing)

## NOTE ON SUGGESTIONS

While we will happily suggest lenders, inspectors, insurance agents and other professionals, the decision on who to work with is ultimately yours. We do not receive compensation for the recommendations we make.

Additional vendor options may be found on the "Vendors We Trust" page on our website.



# *After Closing...*

## LET'S BE FRIENDS

Once a client, always a client! You'll be invited to all our awesome client events like our annual summer party, fall Pumpkin Patches, Sweets with Santa and more.

We'll continue to be a resource for all your real estate needs. When you need referrals for plumbers, electricians, and other service providers, we know the best of the best! You can access our vendor list any time on our website at [www.danibeyer.com/resources](http://www.danibeyer.com/resources).

## WE VALUE YOUR REFERRALS

We love when our clients share the positive experience they've had working with our team. This has allowed us to build a successful business based on referrals. When you refer your friends and family, we can devote more time to providing our clients with 5-star experiences and less time looking for new ones.



# Reviews

“I cannot say enough good things about the Dani Beyer Real Estate team! From start to finish, our experience with our Realtor and several other members of the team was amazing. They went above and beyond to make the process of buying a home as smooth and painless as possible and made sure all of our needs were addressed.”

MICHAEL NG  
*Past Client*

“Such a knowledgeable and friendly staff. They will take great care of you, buying or selling.”

SHELI BLAKEMORE  
*Past Client*

Google  
Reviews ★★★★★

805+ REVIEWS  
5 OUT OF 5 STARS

Zillow®

300+ REVIEWS  
5 OUT OF 5 STARS

“We have bought and sold twice with Dani Beyer. She will get you the most for your house and help you find the perfect new home!”

ERIN PHILLIPS  
*Past Client*

Thank you for taking the time to learn how our team goes above and beyond to help our clients reach their real estate goals!

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