



KNOWLEDGE BASE

SERVING SWFL FAMILIES SINCE 2015

Buying a Home



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KnowledgeBaseFL.com

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KnowledgeBaseFL.com



WELCOME,

It is a pleasure to assist you in your search for a new home. Each member of our team is dedicated to meeting and exceeding ALL of your real estate needs!

I've created this book for your convenience and hope it will be a valuable resource. We will stay in constant contact throughout the entire process.

Now, let's go find you your dream home!



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www.KnowledgeBaseFl.com

Kevin Bartlett

Broker/Owner



KNOWLEDGE BASE

ABOUT US

The job of finding your new home is one that should not be taken lightly. We are here to walk you through the process to help you find your dream home.

NOTABLE ACCOLADES

- 400,000,000 Sales Volume
- 5-Star Professional Award Recipient
- Florida Top Agent Magazine
- Golden Bear Award Recipient
- 2018 Bonita Springs-Estero Rising Star
- 2021 Chairman Award Realty World International
- 2022 Diamond Award Realty World International
- Best Of Collier 2023



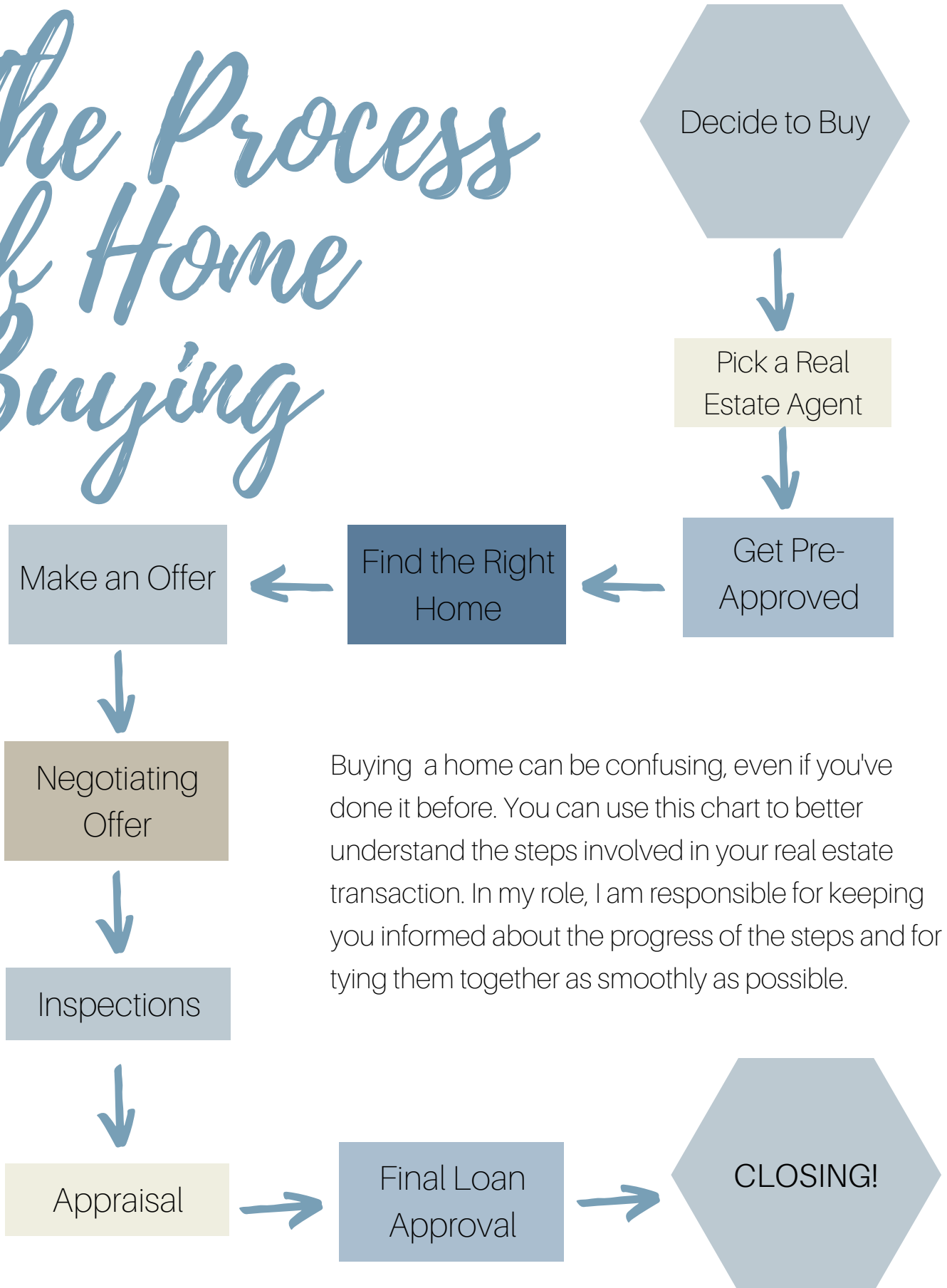
WHAT MAKES KNOWLEDGE BASE DIFFERENT?

ABOUT US

- Our agents and support staff work together as a true team.
- Relationships with real estate agents, appraisers, home inspectors, mortgage bankers, insurance agents, builders and contractors.
- Direct communication with us throughout the entire process.
- Extensive knowledge of the Southwest Florida real estate market, which enables sellers/buyers an extremely smooth experience.
- Philanthropy and involvement in the local community.
- Customer service focused, we aim for a stress free process.
- Proven track record.
- We always have someone available. If your agent is out with the flu, no need to worry- we have someone to step in to help out until they are back!

Buying Your New Home

The Process of Home Buying



Buying a home can be confusing, even if you've done it before. You can use this chart to better understand the steps involved in your real estate transaction. In my role, I am responsible for keeping you informed about the progress of the steps and for tying them together as smoothly as possible.

Buying Your New Home

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APPROVED
Mortgage Application Form

Pre-Qualification v. Pre-Approval

Pre-Qualification is an informal you "might qualify for", non-committal determination by the lender or mortgage broker.

Pre-Approval is a formal determination in writing, subject to collecting all needed documentation, on a loan amount up to a specified amount from the lender or mortgage broker. You will receive a letter of pre-approval, which gives you more negotiating power and leverage over a buyer that is not pre-approved i.e. offer subject to financing. Some sellers will seek proof of funds and this letter may suffice. Additionally, you have a price range to work in and can eliminate the guess work and wasting time.



Research

- Find out if you qualify for a special loan, such as a VA, FHA, or HUD home buying program.
- Request quotes from multiple lenders and comparison shop for loans.
- Get preapproved for a mortgage and receive your letter

Buying Your New Home

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Find the Right Home

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Find the Right House

- Get a head start by compiling your home wish list.
- Spend time in each area, imagining yourself living there.
- Find properties in your price range in your preferred neighborhoods.
- Visit open houses and have one of our team members schedule private showings.

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

Use the form on the next page to help you evaluate and track every home you visit.



Buying Your New Home

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Make an Offer on the Home

After finding the home you want, you need to make an offer. Many sellers aim for a slightly higher price than they expect, anticipating a bit of haggling. Upon request, I will provide you with a report explaining what comparable homes in the area sold for. Whenever you make a purchase offer, don't consider it final. There may be a counter-offer made by the seller, to which you may also counter-offer. It is important to keep the conversation moving without going back and forth too much. Once you've agreed on a price, you'll make an earnest money deposit, which is money that goes in escrow to give the seller a sign of good faith.

Making an Offer

- Receive your comparable market analysis.
- Decide what price you're comfortable with.
- Submit offer with Kelli Higgins

Close on Your Home

5

Closing on Your Home

- Home inspection completed.
- Closing date set.
- Transfer utilities and get homeowners insurance
- Closing money saved.

Make sure you get a home inspection before you close. It will be well-worth the money spent since it ensures the property's structural soundness and good condition.

Setting the closing date that is convenient to both parties may be tricky, but can certainly be done. Remember that you may have to wait until your rental agreement runs out and the seller may have to wait until they close on their new house.

Be sure you talk to your mortgage banker to understand all the costs that will be involved with the closing so there are no surprises. Closing costs will likely include (but are not limited to) your down payment, title fees, appraisal fees, attorney fees, inspection fees, and points you may have bought to buy down your interest rate.

The steps of buying are summarized out on the next page.

Buying Your New Home



#1

Save for Your Down Payment

Create a budget and do your research. There are lots of low down payment options available.



#2

Know Your Credit Score

Learn your score and clean up outstanding debts like student loans and credit cards.



#3

Find a Real Estate Agent

Contact a local professional to guide you through the process.



#4

Get Pre-Approved

Differentiate yourself as a serious buyer and have a better sense of what you can afford.



#5

Find a Home

Work with your agent to find a home in your budget that meets your needs.

10 Steps to Buying a Home



#6

Make an Offer

Determine your price and negotiate the contract.



#7

Have a Home Inspection

Address any hidden issues in the home with the seller.



#8

Get a Home Appraisal

Ensure the property is worth the price you are prepared to pay.



#9

Close the Sale

Schedule a closing date once the loan is approved so you can sign the final paperwork.



#10

Move In

Congratulations! You're a homeowner.



Wishlist

1. What area of Southwest Florida would you want to live in?

2. What price range would you consider?

No less than \$ _____ but no more than \$ _____

3. Are schools a factor and, if so, what do you need to take into consideration (e.g., want specific school system, want kids to be able to walk to school, etc.)?

4. Do you want an older home or a newer home (less than 5 years old)?

5. What kind of houses would you be willing to see?

___ One story ___ Two story

___ Split level ___ Bi-level

___ Townhouse ___ Condo

___ New construction ___ Ranch

6. What style house appeals to you most?

___ Contemporary ___ Traditional

___ Tudor ___ Colonial

___ Modern ___ No preference

7. How much renovation would you be willing to do?

___ A lot ___ A little ___ None!

8. Do you have any physical needs that must be met, such as wheelchair access?

___ yes ___ no



Wishlist: Interior

9. How many bedrooms must you have? _____ Would you like to have? _____

10. How many bathrooms do you want? _____

11. How big would you like your house to be (square feet)?
No less than _____ But no more than _____

12. What features do you want to have in your house?

MUST HAVE

WOULD LIKE TO HAVE

Carpet

Ceramic tile

Hardwood floors

Eat-in kitchen

Formal dining room

Open concept

Family room

Den

Large laundry room

Split floorplan

Master on the main



Wishlist: Yard

MUST HAVE

WOULD LIKE TO HAVE

Large yard (1 acre or more)

Small yard (less than 1 acre)

Fenced yard

1/2/3 Car Garage

Large Driveway

Pool

Spa

Lake view?

Screened Lanai?

Pool /Spa

Outdoor Kitchen?

Gulf Access?

Boat Lift?

Other buildings (barn, shed)

Buying Your New Home

Make copies to use while house hunting.

HOUSE HUNTING CHECK LIST

EXTERIOR FEATURES

SYSTEM/EXTRA FEATURES

	EXCELLENT	GOOD	FAIR	POOR		YES	NO	DESCRIPTION
Construction Type					Sprinkler System			
Landscaping					Security System			
Foundation					Swimming Pool			
Sidewalk					Hot Tub			
Paint					Pool Cleaning System			
Windows/Doors					Outdoor Living Space			
Porches/Patio					Home Warranty			
Roof/Gutters					Heating/Cooling			
Lighting					Intercom			
Fencing					Energy Saving Features			
Overall Appearance					Water System Type			

INTERIOR FEATURES

	EXCELLENT	GOOD	FAIR	POOR	DESCRIPTION
Bedroom # & Size					
Bath # & Size					
Plumbing					
Lighting Fixtures					
Living Room					
Dining Room					
Kitchen: Size					
Appliances					
Cabinetry					
Flooring					
Fixtures					
Walls/Trim/Ceilings					
Flooring					
Fireplace(s)					
Ceiling Fans					
Layout					
Garage(s)/Storage					

COMMUNITY FEATURES

Distance to:					
Workplace					
Schools					
Shopping					
Quality of:	EXCELLENT	GOOD	FAIR	POOR	DESCRIPTION
Schools					
Entertainment					
Transportation					
Parks					



Homes Toured

Address

Price

How Much did you like this house?

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

FAQS

Buying a home is a substantial decision. It's likely the most significant investment you'll ever make. I'll be able to help you navigate all of the obstacles and issues with your decision as you go through the process of purchasing your home. Here are some commonly asked questions to help you with selecting your agent.

Q1. Will you show me all the homes I'm interested in?

Yes, I will be the one to show you every home you are interested in! We will work with your schedule to set up the showings, and I will be the one to show you your prospective new home. If for some reason, you are available to see a home and I can't make it, an agent from my team will be there to meet you!

Q2. Can you help me sell and buy at the same time?

Absolutely! I have solid track records representing both sellers and buyers.

Q3. What happens once we place an offer on a property?

I will help you negotiate the best deal I can for you on your dream home. Once you've submitted an offer, I will guide you through the entire closing process and ensure everything proceeds smoothly.

Q4. What does your sales history look like?

Knowledge Base Real Estate has *helped over 400 families buy and sell their homes in the Southwest Florida area. My sales volume has reached \$300,000,000 and climbing this year.*

Q5. Can you provide client references?

Yes, absolutely! I will give you contact information for several of my past/current clients that you can speak with directly. My client reviews can also be found on my Google, Facebook, Zillow, and Realtor.com pages. I work hard to earn your business, not just for this one sale but to build a relationship that lasts a lifetime.

FAQS

FAQS

Q6. Should I buy another house before selling my current home?

There's no “correct” answer to this question. There are pro’s and con’s to buying a home before selling your current one and the same can be said about selling your current home before buying another.

Q7. How do you earn income?

You may feel this is a little too direct and upfront, but that's my style and commission is how I earn income from you selling and then buying your next home with me.

Q8. Do you work with every client who contacts you?

The simple answer-no. I work to collaborate with clients who understand what I do and how we can best work together to reach our target goal.

Q9. What is the best way to keep in touch, do you have office hours?

I do not have office hours, when I take you on as a client I'm available to you! That's another reason I don't take every listing or every person looking for a new home. Ask me for my cell phone number— that's the golden ticket to you reaching me. If you can't reach me on my cell you can always call my office to speak to our support staff during the week.

Q10. How quickly do the properties in your portfolio move off the market?

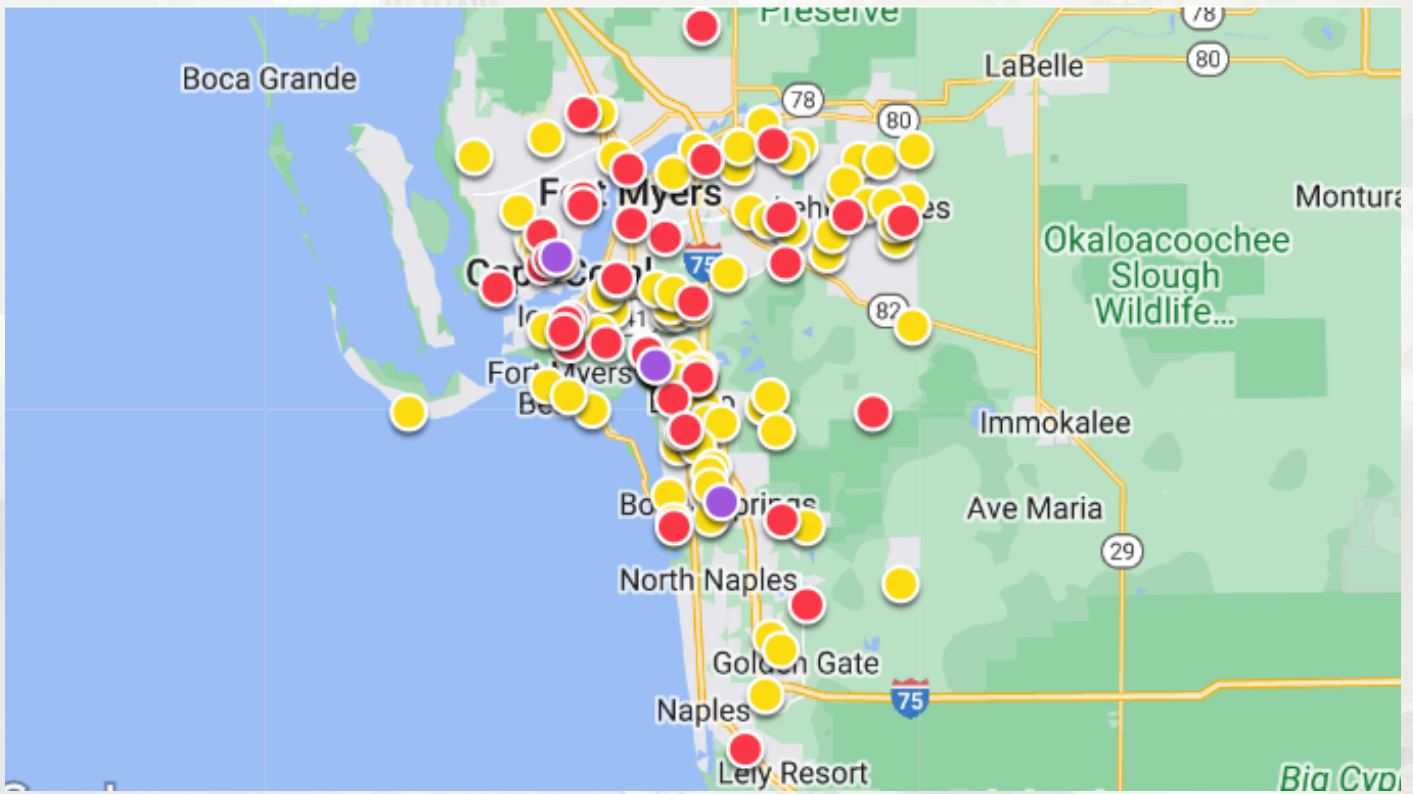
This isn't an exact number because it all depends on your location. I'll sometimes have a property go in 3 days, and in our areas 90-120 is typically. It's a case by case basis and when we review your CMA, we'll talk through how quickly a sale will happen.

FAQS



KNOWLEDGE BASE

HAPPY CLIENT CLUB



WHAT CLIENTS ARE SAYING ON GOOGLE



Knowledge Base Real Estate was extremely professional and acted in our best interests. He was not only interested in doing a sale but rather finding us a home that fit our needs exactly. I would recommend him to any of my friends and family who are looking to purchase a home.

-Maria McWalters



Knowledge Base Real Estate was a true class act! His expertise and professionalism is extraordinary. Extremely knowledgeable and helpful, he will help you meet any real estate goals you may have with superior results. Thank you for everything!

-Tadas Izdonavicius



I recently called Knowledge Base Real Estate after 10 p.m. on a Friday night. I was able for Kevin to text me right away letting me know that he was able to help. We met the next morning after his first appointment. KNOWLEDGE BASED agent! He knew about everything that was going on in the market. I ended up purchasing a home from Kevin that was located in Bonita. I would always recommend my friends to Kevin Bartlett, he's a top notch agent who doesn't pressure you into a decision.

-Kaitlin Rurka

WHAT CLIENTS ARE SAYING ON REDFIN



Best customer Support I ever received. Extremely knowledgeable, never felt like he was selling me something. Superb experience

*-House Buyer Closed Mar '21 20809 Torre Del Lago St, Estero, FL \$600K
4 Bed, 4 Bath, 3872 Sq. Ft*



Kevin was excellent. We were in a unique situation and with Kevin's professional guidance and understanding our home was sold within 30 days at the asking price. He was always courteous and communication was outstanding. He made our transaction less stressful and efficient. We will definitely have Kevin represent us as our realtor agent in the future as he provided above and beyond professional service. We will highly recommend him to others as well. Thank you Kevin for all that you do!

-House Seller Closed Jan '22, 8281 Arborfield Ct, Fort Myers, FL \$480K • 3 Bed, 2 Bath, 1996 Sq. Ft.



We are so fortunate to have worked with Kevin Bartlett again. He is always prompt with his responses and does not hesitate to go above and beyond for us. Kevin made the selling process so easy for us, that it wasn't stressful at all and that is priceless. We will be using him again to buy our next home shortly!

-House Seller Closed Jan '22 25501 Springtide Ct, Bonita Springs, FL \$515K • 3 Bed, 2.5 Bath, 1906 Sq. Ft.

WHAT CLIENTS ARE SAYING ON ZILLOW



Knowledge Base Real Estate has represented us for multiple million-dollar listings. He is a wealth of knowledge, easy to communicate with, and, most importantly, gets the job done for the most money! His experience shines through every step of the way. His negotiating skills are superb and honest. He grew up in SouthWest, FL and knows every area better than any realtor we have dealt with. We have had different types of homes and locations that he approached differently in the selling process. One home had been for sell for 2 years with another, more mature realtor who had years more experience. This person's approach was not appropriate for our home. Kevin came in and knew how exactly how to market the home, paying for separate advertising to out of town arenas. Within 45 days of listing with Kevin we were not only under contract but closed! - Donita diamomd



Kevin has been pleasure to work with! After interviewing 3 agents, his data driven research made him the obvious choice to list my home... receiving an above asking offer within the timeframe Kevin predicted. Responsive, thoughtful, and measured, are just a few key words that describe Him. Kevin has my thanks as well as my highest endorsement. - Justin Chris-Tensen



Kevin helped us every step of the way. From showing us homes remotely to recommending specific homes after learning our likes and dislikes. We didn't make any offers the first couple of months that he helped use, but he helped us to learn more about the area. Finally, after we made an offer and it was accepted he helped us navigate the closing process and keep us on track. He returned all our calls and texts during the whole process promptly. He came deservedly highly recommended by a friend. I will use him again if I am looking for property again in SWFL. - William Whiting

WHAT'S NEXT?

We are committed to providing you exceptional service during your home buying journey. and offer extensive market knowledge of the area.



Start by filling out your Wishlist pages, if you need my help or any advice, please do not hesitate to contact me any time!



Send me over your Wishlist pages so I can see exactly what you'd like for your new home.



Lets set-up showings to find you your perfect home!



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Broker/Owner

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