



LET'S
FIND

Home

SELLING *Houston* TEAM
POWERED BY KSP

A LITTLE ABOUT *Shout*



OUR EXPERIENCE



\$200M+ VOLUME SOLD



\$35M+ VOLUME SOLD 2023



950+ TRANSACTIONS CLOSED



16+ YEARS IN BUSINESS



385+ 5 STAR REVIEWS

NON-PROFIT ORGANIZATIONS

Who we love to support?

With every closing the Selling Houston Team will make a donation to one of the charity organizations below. Let us know which one resonates with you.



BEAR, PROVIDING
HOPE & HEALTH



HOUSTON CHOW CHOW
CONNECTION



FOLDS OF HONOR



FURNITURE BANK

STEP 1
HIRE YOUR AGENT

- ✓ Set up an initial consult
- ✓ Sign onboarding docs

STEP 3
START TOURING

- ✓ Save favorites in Portal
- ✓ View homes with agent
- ✓ Attend open houses
- ✓ Check out google maps

STEP 5
INSPECTIONS

- ✓ Choose an inspector
- ✓ Schedule inspections
- ✓ Negotiate repairs

STEP 7
FINAL WALK STEPS

- ✓ Schedule final walk through
- ✓ Schedule closing

STEP 2
TALK TO A LENDER

- ✓ Obtain Pre-approval
- ✓ Shop Rates
- ✓ Ask about rate lock and points

STEP 4
MAKE AN OFFER!

- ✓ Determine pricing and key terms
- ✓ Discuss with lender
- ✓ Discuss with insurance agent
- ✓ Talk about flood insurance

STEP 6
ORDER COVERAGE

- ✓ Confirm insurance with lender
- ✓ Confirm flood insurance (if applicable)
- ✓ Order home warranty

STEP 8
CLOSING DAY!

- ✓ Get cashiers check or wire funds
- ✓ Get keys after funding



Wants vs Needs

Let's chat about your **needs** and your **wants** in your future home. Needs are the non-negotiable features: the features you simply must have in your next home. Wants are the ones you'd like to have, but you can add or change down the road.



Needs might be things like:

- Enough square footage for you and your family
- Sufficient bedrooms and bathrooms
- First floor primary bedroom
- Close proximity to work and school
- Attached two-car garage
- Grassy yard for children's or pet's play area

Wants will look more like:

- Specific paint or exterior color
- Pool, jacuzzi, or other exterior water feature
- Fenced-in backyard
- Specific carpet, hardwood floors, or tile
- Kitchen amenities like countertops and appliances
- Walk-in shower or double bathroom vanity
- Quiet, cul-de-sac street

Helpful TIPS



- ✓ Be active in your portal. Save homes as favorites, make notes and ask questions.
- ✓ Let us know the homes you want to view at least 24 hours in advance.
- ✓ Give us honest feedback so we can refine our search for your dream home.
- ✓ With technology such as ring doorbell, always assume you are being recorded.
- ✓ Check out google street view before viewing to get a feel for the area.

Open houses are a great way to get an idea of what you are like! ✓

When touring new construction, always make sure they know you are working with us. ✓

Talk to your lender before making any large purchases. ✓

Ensure the funds for your down-payment are readily accessible. ✓

Refrigerator, washer, dryer are not part of the contract unless added in with the non-realty items addendum. ✓



OUT OF POCKET *Expenses*



- EARNEST MONEY: Typically 1% of the sales price
- OPTION FEE: usually ranges between \$150-\$300 for 7-10 day option period.
- INSPECTION FEES
 - General: \$450-\$700
 - Termite: \$75-\$125
 - Plumbing: \$250-\$600
 - Pool: \$100
 - Stucco: \$600-\$900
- APPRAISAL: \$500-\$750
- HOA
 - Transfer Fee: \$175-\$350
 - Deed Restrictions: \$350-\$750

WHEN IS THE MONEY *due*



Preferred PARTNERS

LENDERS

ELITE LENDING

Derek Sheaks

(713) 471-3509

derekeelgtexas.com

LOAN DEPOT

Johnny Hiser

(713) 256-1340

jhiser@loandepot.com

CROSS COUNTRY

Ben Edwards

(832) 817-3850

ben.edwards@myccmortgage.com

INSPECTORS

SENTINEL INSPECTIONS

John Tatum

(713) 409-3661

sentinelinspectiongroup.com

PILLAR TO POST INSPECTIONS

The Goodwin Team

(936) 777-4708

goodwinteam.pillartopost.com

PROSPERITY INSPECTIONS

Juan (Johnny) Martinez III

(832) 891-0610

ProsperityInspections.com

INSURANCE AGENTS

FARMERS INSURANCE

James Acosta

(713) 984-4611

jacosta2@farmersagent.com

TRICOAST INSURANCE

Gladys Pace

(713) 419-8182

gpac@tricoast.net

TWFG

Jason Hu Insurance

(281) 433-4162

jason@twfg.com

HOME WARRANTY COMPANIES

ONE GUARD

(888) 894-0014

oneguardhomewarranty.com

OLD REPUBLIC

(800) 972-5985

orhp.com

AMERICAN HOME SHIELD

(866) 950-1071

ahs.com

MEET THE *Shout* TEAM



Julie Harrison

Buying Partner

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281-520-6024

Julie enjoys all aspects of the real estate business, especially establishing relationships with clients. As a native Texan, she can put her insider knowledge to work to find the best home for your needs. She has an abundance of five star reviews from clients who note that "she is there every step of the way" and "at the end, you feel like family."



Lauren Neely

Buying Partner

lauren@sellinghoustonteam.com
713-449-4651

Lauren truly understands the importance of connecting with people. A native Texan from Victoria, she earned a BA in Psychology and a Masters in Counseling. Her skills and interests are a perfect fit for a career in real estate. Lauren loves working with people (and chows) and is committed to helping them find the property that is best for them.



Becca Harper

Buying Partner

becca@sellinghoustonteam.com
281-633-6433

Becca is a US Navy Veteran and former mortgage lender. Her industry expertise is matched by her captivating Louisiana charm. Her unique background, coupled with her passion for real estate, positions her as the perfect ally for clients. Her distinctive accent and warm demeanor make her an invaluable addition to our team.



Kelly Laudadio

Marketing Specialist

kelly@sellinghoustonteam.com
361-739-7443

Kelly is a dynamic and accomplished entrepreneur who has built and nurtured 4 successful companies. Kelly's infectious good spirit, forward-thinking mindset, and reputation for innovative problem-solving have solidified her as a reliable and versatile asset. With a stellar track record in cultivating client relationships, she is an indispensable asset to our team.



Jennifer Vickers

Listing Partner

jennifer@sellinghoustonteam.com
713-240-9671

Jennifer specializes in residential listings. Recipient of the HAR Realtor of the Year and 20 Under 40 Rising Stars in Real Estate Awards, she has also been featured in Texas Monthly as a multiyear Five Star Real Estate Award Winning Professional. Her detail oriented approach has kept her a Top Producer since entering the business in 2014.



Kelly Simon

Listing Partner

kelly@sellinghoustonteam.com
832-309-1433

Broker and founder of KSP and the Selling Houston Team, Kelly represents buyers and sellers throughout the Greater Houston area. Kelly was honored by HAR as one of 20 Under 40 Rising Stars in Real Estate, is a multiyear Five Star Real Estate Award Winning Professional and has been featured in Forbes, TexasMonthly, and Houston's Real Producers Magazines.



Marcia Thomason

Project Manager

marcia@sellinghoustonteam.com
832-463-1660

Marcia studied abroad and has lived and worked all over the world. Experienced in Project Management, Marcia oversees all aspects of preparing clients' properties for market including coordinating appointments with contractors, stagers and photographers. She ensures that homes being listed are staged and ready for photos.



Ashlyn Johnson

Social Media Manager

ashlyn@sellinghoustonteam.com
713-201-0107

Ashlyn is the driving force behind our social media and marketing endeavors, serving as our dedicated specialist in these domains. Her expertise plays a pivotal role in elevating our brand presence and outreach. With a keen eye for detail, Ashlyn crafts compelling narratives and visually captivating content to showcase our listings across all social platforms.