



BUYER'S GUIDE

Essential Guide for Finding Your Dream Home



Your Step-by-step Guide to Buying a Home with Confidence,
Clarity and Expert Support.

kw CHESTERFIELD
KELLERWILLIAMS. REALTY

(573) 789-4282 jadenbarr@kw.com



TABLE OF CONTENTS

WELCOME LETTER

WHO YOU'RE HIRING

CLIENT TESTIMONIALS

HOME BUYING JOURNEY MAP

THE CONSULTATION

TERMS SHEET / OFFER

STRATEGY

TEAM BEHIND THE SCENES

RIGHT PRICE, RIGHT TERMS,

RIGHT TIME

PREPARATION FOR THE

JOURNEY AHEAD

NEXT STEPS

MY PROMISE TO YOU



WELCOME

WELCOME

Welcome to your Home Buyer Guide! Whether you're a first-time buyer or returning to the market, purchasing a home is one of the most exciting and important milestones in life. This guide is designed to walk you through each step of the home buying process with clarity and confidence, from understanding your finances to closing on your new home. You'll find practical tips, checklists, and expert insights to help you make informed decisions along the way.

Buying a home involves many moving parts, but with the right preparation and support, it doesn't have to be overwhelming. As your trusted advisor and advocate, I will guide you through every step of the home buying process. I'm committed to protecting your best interests, and helping you make confident, informed decisions. I also promise to treat all parties involved with honesty, fairness, and professionalism throughout the entire transaction.

Jaden Barr | Real Estate Agent



MEET YOUR AGENT

Let's help you to find your dream home!



Hi, I'm Jaden Barr, and I'm here to make buying a home feel a whole lot simpler.

Whether you're buying your first home, making a move, or looking for the right investment, my job is to help you understand your options, make smart decisions, and feel confident every step of the way.

I'll help you navigate the market, find the right properties, build a strong offer, negotiate on your behalf, and handle the details from the first showing to closing day. Buying a home is a big deal, but it doesn't have to feel overwhelming.

kw CHESTERFIELD
KELLER WILLIAMS REALTY

(573) 789-4282 jadenbarr@kw.com



22 HOMES SOLD

Helped 200+ families buy and sell homes across the St. Louis area since 2021.



\$12M+ IN VOLUME

In real estate transactions closed across the St. Louis area in 2026 alone.



100% REFERRAL-BASED

Nearly all of my business comes from past clients and their referrals - the best measure of a job well done.





CLIENT TESTIMONIAL

Meet some of our happy clients



BUYER CLIENT

"We've worked with Jaden Barr twice — first buying our home, then selling it four years later. He's honest, dependable, and always goes above and beyond. He knows the St. Louis market extremely well, helped us write a competitive offer, and made our listing stand out when we sold. Couldn't ask for a better agent."



BUYER CLIENT

"What separates Jaden is his deep market knowledge and professionalism, paired with genuine care and attention to detail. He was always available with honest advice. Highly recommend him for a trustworthy, professional experience."



BUYER CLIENT

"Jaden is not only a great agent, but most importantly a great human! He's knowledgeable about pricing and the process, and made everything smooth and easy for me even though I had moved out of state. Highly recommend Jaden as someone you can trust to get the job done well."

We're so grateful to work with amazing clients like you! Scan the code below to read more reviews or leave one of your own on Zillow.



HOME BUYING

process

1

FIND THE RIGHT AGENT

They will serve as an advocate for you and your interests throughout the homebuying process. Pick someone familiar with the housing market and the neighborhoods.

2

GET PRE-APPROVED FOR A MORTGAGE

Decide the best type of loan for you and which one you'll qualify for. Get pre-approved for a mortgage. A pre-approval letter shows seller and agents that you're a serious buyer.

3

START HOUSE HUNTING

We will help you search for houses within your budget. We'll define your must-haves and preferences, then explore homes that match your goals. I'll schedule showings and provide insights on each property.

4

MAKE AN OFFER & NEGOTIATE

Once you've found "the one," I'll help you craft a competitive offer based on current market conditions. I'll also negotiate terms to ensure you get the best possible deal.

5

GET A HOME INSPECTION & APPRAISAL

After your offer is accepted, we'll schedule a home inspection to check for any issues and your lender will order an appraisal. Based on the results, we may request repairs, credits, or adjust terms before moving forward.

6

CLOSING DAY – FINALIZE & CELEBRATE

We'll coordinate with your lender, title company, and all parties to finalize paperwork and transfer ownership. Once everything is signed and funded, I'll hand you the keys to your new home—congratulations!



THE CONSULTATION



PRE-APPROVAL

Before we start touring homes, we'll make sure you're pre-approved with a lender you trust. This tells us exactly what you can comfortably afford and makes your offers competitive from day one.

TIMELINE

How soon do you need to move? Are you working around a lease, a school year, or the sale of your current home? Knowing your timeline shapes how aggressively we search and negotiate.



WANTS VS. NEEDS

We'll separate your true must-haves from your nice-to-haves, so we don't waste time on homes that look good on paper but miss what actually matters to you.



LOCATION

Commute, schools, walkability, and future resale value shape almost everything else about a home. We'll map out the neighborhoods and areas that actually fit your life.

SPECIFICS

The small details make a big difference: sidewalks, a fenced-in yard, a garage, single-story vs. two-story, a specific school district. Tell me the specifics, and I'll build them into every search.



MAKE AN OFFER

Presenting a strong offer

Here are some things to consider for the final price:

- How long the home has been listed
- Comparable homes in the area
- Necessary repairs and renovations
- Make sure you can live comfortably with the monthly mortgage payment
- Market consideration: compare the most recent sales in the area



MY SUPERPOWER

I played quarterback in college, and I loved the preparation and gameplanning as much as the game itself. I bring that same competitive edge to real estate — I love winning, and I hate losing. That mindset means walking into every offer with a strategy built to win, not just a number.

Ways we win together: uncovering off-market opportunities before they ever hit the market, leaning on my reputation and relationships with the top agents in our local market, and building creative offer strategies tailored to what actually matters to the seller.



TEAM BEHIND THE SCENES

Role	Name	Company
Lender	Matt Dickens	Cross Country Mortgage
Inspectors	Chad Borah Team & Greystone	Pillar to Post
Title	Dawn Johler	Integrity Title
Transaction Coordinator	Jessica Humphreys	Swift Closings
Operations	Cayli Pfitzer	JB Real Estate Team
Showing Partners	Kelley Simms & Catie Stricker-Howell	KW

WHY THIS MATTERS

Every person on this list is someone I trust and work with regularly. When you work with me, you get their responsiveness and expertise too — you'll never be left guessing who to call.



RIGHT PRICE, RIGHT TERMS, RIGHT TIME

By working with me, you're working with the #1 brokerage in the market — meaning access to more agents, more listings, and more opportunities most buyers never see, including 200+ private listings within our brokerage.



WHY THIS COMBINATION WINS

- ✓ Avoid overpaying, even in a competitive market
- ✓ Negotiate terms that protect you, not just the seller
- ✓ Know when to move quickly — and when to wait it out
- ✓ Get a first look at private listings before they hit the
- ✓ market

Tap into the #1 brokerage's full network of agents and buyers

"I talk more people out of buying a house than into one."

RIGHT PRICE

I use real market data — not guesswork — to help you land on a price that's fair to you and competitive enough to win.

RIGHT TERMS

Price isn't the only lever. Contingencies, timelines, and creative terms can make your offer stand out without overpaying.

RIGHT TIME

Sometimes the smartest move is to wait. I'll always tell you the truth about whether now is the right time to buy — even if that means holding off.





NEXT STEPS

Here's How We Get Started

Once you're ready to move forward, here's what happens next. Each step builds on the last, so by the time we're touring homes, everything is already in place.

1. SIGN THE AGREEMENT

This puts our working relationship in writing and unlocks your ability to tour homes with me by your side.

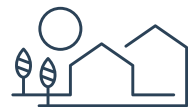
2. GET PRE-APPROVED

We'll connect you with a trusted lender so you know your numbers before we start looking.

3. START TOURING HOMES

Once you're pre-approved and we're aligned on your must-haves, we'll start scheduling showings and finding the one.





WELCOME

MY PROMISE TO YOU

My business is 100% referral-based. That's not just a marketing line — it's the truth, and it shapes how I show up for every client.

My promise to you is simple: I will treat your home purchase with the same care, attention, and honesty I'd want for my own family. I'll tell you the truth even when it's not what you want to hear, protect your interests above the sale, and be there long after closing day.

My goal every year is to earn at least one referral from you — not because I need the business, but because it means I did right by you.

Jaden Barr | Real Estate Agent





Follow me @jbarr_realtor 

kW CHESTERFIELD (573) 789-4282 jadenbarr@kw.com
KELLERWILLIAMS. REALTY