



Meet the Team



Ingrid Likes

513-965-1483 | ingrid@ingridlikes.com

Ingrid loves to equip her clients with the support, keen insight, and quantitative analysis to make more informed decisions about their Real Estate investments. What she enjoys most is surpassing her clients' expectations throughout the entire process. Her 10-year experience in Real Estate includes relocation, agent management, client service, operations, and technology. A native Ohioan, Ingrid calls Hyde Park home with her husband and 2 children.



Drew Homan

513-240-1043 | drew@drewhoman.com

Born and raised in Cincinnati, Drew absolutely loves this city. He strives to be one of the hardest working professionals that you will come across in the real estate business. Communication is key in this business and Drew won't let you down. Cincinnati has so many amazing things to offer and his knowledge of the city will shine through the entire process. Drew also has a passion for designing and renovating homes.



Sandy Likes

513-200-2106 | sandy@drewandingrid.com

Sandy takes a solution-oriented, client focused approach in all that she does. She wants to help her clients realize their aspirations and to love where they live! Sandy enjoys serving her community as a Rotarian, amongst other activities!



Kirby Harshbarger

859-803-3143 | Kirby@drewandingrid.com

Cincinnati native Kirby Harshbarger joins the team after over a decade of teaching. Her problem solving skills, ability to multi task, and thorough approach to creative solutions makes Kirby an excellent addition to the team.



Kate Rahe

617-880-9339 | kate@drewandingrid.com

Creativity, flexibility, and attention-to-detail are some of the exceptional qualities that Kate brings to our team and our clients. Her role focuses on ensuring the best-in-sales support, branding, and marketing.

Partnering with The Drew & Ingrid Group



Real Estate

Highly knowledgeable with an individualistic approach, we guide you every step of the way as you buy or sell your home.



Design

Quiet luxury. Thoughtful selections. Our curated interiors and exteriors marry your unique aesthetic with classic appeal.



luxury Rentals

Browse our timeless, well-appointed spaces for intimate gatherings, team meetings or cozy getaways.



Concierge

Our goal is simple - we serve you. We're a trusted source for everything that transforms your house into a home.

What We Do

Blending real estate expertise with stylish interiors and concierge-level service, The Drew & Ingrid Group specializes in the unparalleled understanding, responsiveness, and attention to detail that transform every house into a home.

Whether you'd like to start somewhere new or reimagine your living space, our bespoke approach is tailored to the needs of busy professionals and families seeking a seasoned expert with the insider knowledge and unique perspective you need while buying or selling your home.

Our powerful partnership and passion for house and home ensures every detail is managed, every potential misstep is averted, and every vision is realized, for a richer, more fulfilling real estate experience.

1. We Offer the Full Range of Real Estate Services: We handle single and multi-family homes, investment properties, condominiums, historic homes, new construction, lots, and land. We are members of real estate associations throughout Cincinnati and Northern Kentucky.



2. You'll Experience Success in Every Step of the Process: With over twenty years of Real Estate experience, we have an established approach to ensure success. We're experts in local communities, neighborhoods, home histories, market analysis, corporate relocations, financials, contracts, pricing, inspections, and much more.

3. Our Vision for Homes: We're experienced rehabbers with our own Home Interior Design & Staging business. We can help improve your property for sale and make your new house a perfect home.

4. We're Backed by Coldwell Banker Realty: The most established name in Real Estate equips us with the top tools, systems, and experts, providing you the highest levels of service and success.



CB Realty & Our Team -

by the numbers

CB Realty: Over a Century of Excellence

Coldwell Banker Real Estate practically invented modern-day Real Estate founded in 1906 on the principles of honesty, integrity, and always putting the customer first, we changed the industry then and continue to do so today.

Global Network

Through non-stop innovation and forward thinking, the Coldwell Banker brand has grown to become one of the most well-known and trusted names in Real Estate around the globe. Today, there are more than 92,000 agents working out of 3,100 Coldwell Banker offices in 44 countries and territories.

drew & ingrid
group

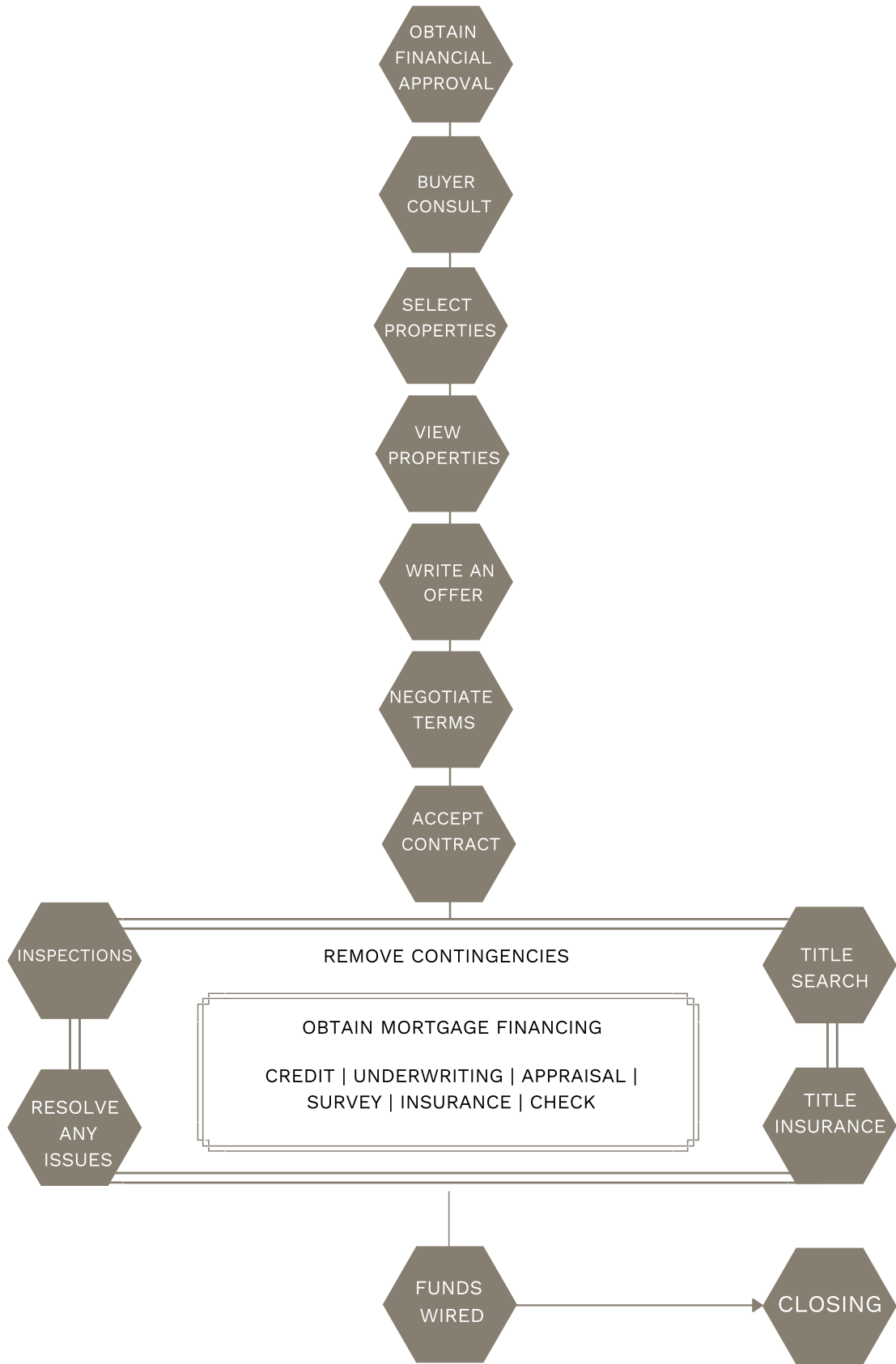


#1 Market Share Firm in Greater Cincinnati
#18 Team within CB Realty
2020 Circle of Excellence Award - Level 4
2020 LLS Man of the Year
2021 Cincinnati Magazine Real Estate All Star
Over \$30MM in sales in 2020
Average Price Point: \$462,000

Licensed in KY & OH



The Home Purchasing Process



Pre-Approval

It is very important to get pre-approved from a lender or financial institution **BEFORE** you begin your home search. It is also important to get pre-approved for a value that sits comfortably within **YOUR** budget. Oftentimes, the number you are approved for and what you want to pay for a home are two different numbers.

Below are some of the documents that you will need to provide your lender to get the pre-approval process started:

Income:

- Current pay stubs, usually for last two months
- W-2s or 1099s, usually for last two years
- Tax returns, usually for last two years

Assets:

- Bank Statements
- Investments/brokerage firm statements
- Net worth of businesses owned (if applicable)

Debts:

- Credit Card Statements
- Loan Statements
- Alimony/child support payments (if applicable)

Having worked with several lenders in the market place, we have listed a few loan officers & mortgage brokers that have done great work for us with prior clientele.

Joe Koester with Eagle Savings Bank
jkoester@eaglesavings.com
513-233-7182

Drew Stacey with Guaranteed Rate
drew.stacey@rate.com
513-815-4671

Scott Blomer with Huntington Bank
scott.blomer@huntington.com
513-792-2655

Tony Autullo with AnnieMac Home Mortgage
Tautullo@Annie-Mac.com



Your Home Search

When beginning the home search process, we meet with all our clients to find out what exactly are the "must haves" for the home they are purchasing. In order to streamline the process, and to keep our clients from feeling overwhelmed, we have a brief questionnaire to complete, which will help us narrow the inventory. In this market, there is a large supply of homes to choose from. We will only show you homes that meet your search criteria.

Once we have set you up on a personal search portal through MLS, you will start receiving new listings via email that match your search criteria. Should your needs/wants change, we are able to quickly adjust our search to better suit your requests. When you find a property that looks interesting, let us know! We will prepare for the tours, schedule the appointments, and meet you at the property.

We can also help with **For Sale by Owners**, helping you successfully navigate through the process directly with the sellers. If you see a **For Sale by Owner**, let us know and we can coordinate the showings and assist through close.

After you've selected the home you would like to purchase, we will look through the last six months of recent sales and Auditor's assessments in order to establish a value range and a negotiating strategy for our offer. Please keep in mind; what a seller owes or what they have paid has no bearing on the value **YOU** should pay. We will provide market data trends and insights to ensure well informed investment decisions.

Once we've drafted an official offer, we will review each paragraph of the document to make sure that all terms and conditions are clear to you. As this is a legally binding contract, please don't hesitate to seek the advice of an attorney. Additionally, if there are any questions about anything, ask! We're here to support you.

After we've presented the offer, we want the negotiation stage to come together swiftly, in 24 hours or less. However, the expediency all depends on the accessibility of all involved parties. We typically like for this negotiation window to be small, because while we are negotiating, the house is available to any other buyer, and we don't want to miss an opportunity.



Contract/Offer Essentials

Pre-approval / Pre-qualification: We strongly encourage a letter of pre-approval from a lender when submitting an offer. This will tell the seller that you are a qualified buyer who is well versed on their financial standing, and are prepared to purchase the property at the price offered.

Earnest Money:

Typically, earnest money is 1% of purchase price but not lower than \$500. The earnest money will be credited back to you at the time of closing. Should the contract be breached, the earnest money will be forfeit.

Price:

We will provide you with market comparables and market data for your review and give you recommended pricing based on historical data. Ultimately, **YOU** will determine the price you want to offer.

Property type:

The type of property that you decide to purchase affects the approach that we take for the contract. The types of property investment may affect the type of loan, how you purchase the property and what contingencies your agent recommends:

- Single Family
- Multi-family
- Condo
- Land

HOA:

Many properties are subject to parameters that are unique to the neighborhood or building, so we will request the documents from the HOA (Homeowners' Association) after the contract is accepted. The offer will be contingent upon your review of the HOA covenants, restrictions and the financial standing of the association. Once you approve the HOA documents, that contingency will be removed.

Inspections:

Your home purchase will be contingent upon your satisfaction completing, reviewing and approving the condition of the home. Inspections will include: general, termite, radon, and any other inspections you deem necessary. Buyers are responsible for paying all of these costs. Once completed you have the following options

- Accept the home and complete the purchase in the "as is" condition
- Walk away and request a release
- Ask that work repairs be done to the property
- Ask that the price be reduced
- Ask for funds at closing to make repairs to the property
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The standard inspection period is 5-10 days to do any and all inspections needed. Any repairs or negotiation period is typically 1-3 days.



Contract/Offer Essentials

Title Company Preference:

Responsible for the title search and deed preparation, a title company will prepare the settlement statement/HUD. This statement details the debits and credits between the two parties on the sale. While we have title companies that are affiliated with our office, you are more than welcome to choose the title company connected with your lender. We can compare costs and services provided as needed.

Title Insurance:

An insurance policy for the title condition. Your agent will provide additional information on what it is and the cost. The buyer can request that the seller pay for this policy. Payment of this policy would reduce seller's net proceeds, similar to a buyer negotiating their closing costs to be paid.

Homeowner Warranty:

A warranty or insurance policy that can be purchased/paid for by buyer or seller. It typically covers the major components and appliances of the home for a 12 month period following the closing. The policy provides protection for repair or replacement with a co-payment due from the buyer at the time of service.

Appraisal Contingency:

An appraisal will automatically be an integral contingency when using a mortgage (conventional/FHA, etc.) but can also be an option to those purchasing with cash. When applying for grants or other contributions to the purchase of the home, the buyer must include this as a contingency in the original offer if it is an integral part of the offer.

Personal Property:

Standard inclusions are: all standard kitchen appliances, light fixtures, window treatments/blinds, bathroom mirrors, and garage remotes if applicable. Additional items to consider at the time of offer:

- Additional wine/beverage refrigerator
- Additional garage/LL refrigerator
 - Trash compactor or other kitchen appliance (built in coffee maker etc.):
- Freestanding kitchen Island
- Washer/dryer
- Wall mounted television (how many and which rooms?)
- Wall mounted television brackets (how many and which rooms?)
- Mirrors or intergral wall fixtures
- Play set
- Basketball hoop or other outside equipment
- Pool equipment
- Patio furniture/awnings
- Electric or underground dog fence & collars
- Porch swings



Contract/Offer Essentials



Closing Costs:

There are buyer and seller closing costs. A buyer may request that a seller pay for a portion or all of their closing costs in an offer. This request will reduce the net proceeds for the seller but may be an important benefit to the buyer. The bank/lender & type of loan will dictate buyers' closing costs.

Closing date:

The date the title of the home would pass from seller to buyer. Industry average is approximately 30-45 days.



Inspections

Once all parties have signed and the contract is executed, we will schedule the inspections ASAP. We want to ensure that the home is free from defects or major issues requiring repair. Per the terms of the negotiation, we will typically have 10 calendar days to conduct and submit any inspection repairs for the sellers to complete. Once submitted, the sellers will have until the closing day to complete any repairs. While there are always minor repairs/maintenance items needed in a home, the main points to consider during an inspection are listed below.

- Infestations (termites, bees, ants, etc.)
- Water intrusion
- Electrical issues
- Plumbing issues
- Issues with the roof and major mechanical systems
- Foundation/Structural
- Radon levels

We recommend that our buyers complete a whole house inspection, termite inspection and radon test - standard. Below is a break down of companies that we typically use with our clients. We often suggest additional specialized inspections on a case by case basis.

Inspection Companies

Inspection Plus

www.inspectionplus.us

513-793-3552

Pillar to Post

www.pillartopost.com

800-294-5591



Closing

The closing date and occupancy will be specified in the contract. Typically, we like for all our buyers to get occupancy at closing. However, there are circumstances where this may not be possible.

At the final walk through, we will ensure that the house is in the same condition as when the offer was submitted. We will have the opportunity to address any issues prior to closing, and to make sure that all inspection items have been taken care of.

Closing will typically take place at our real estate office or at the title company. All parties will need to be present. The Closing Coordinator from the title company will go over all your mortgage documents and title/deed documents. We will be at the closing as well to provide support, guidance and answer any questions.



Utilities

You will want to call the utility companies to have everything switched over to your name. We will send you a reminder email a week before closing as well.

The major utility providers are below; however, we will provide you a personalized list based upon your new address.

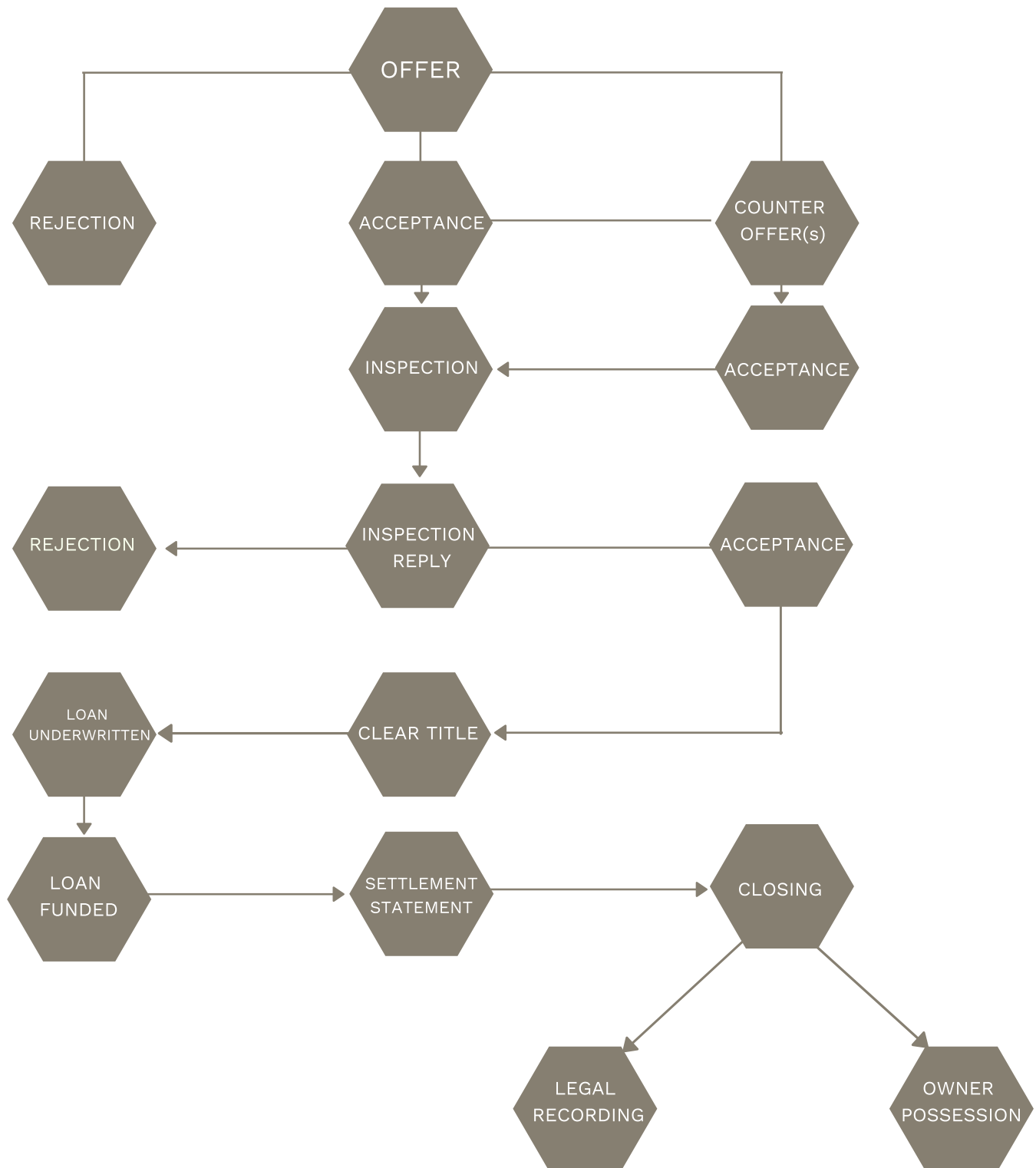
Duke Energy: 800-544-6900

Cincinnati Water: 513-591-7700

Rumpke: 800-582-3107



The Contract-to-Close Flow Chart



Design Services

The Initial Home Consult

We'll spend time within your space, asking lots of questions for a more complete understanding of your needs and your home's potential

1 hour flat rate consultation
What to expect in our time
a quick Q&A
home walk through
needs outlined
initial budget conversation
initial timeline & expectations
contract walk through
customized deliverable that serves as a personalized guide & inspiration board



Redesign & Organization

Organization and Purpose: Creating order, calm, and new behaviors because everything has a place and a purpose. No matter what it is, we can organize it, closets, kitchens, entranceways, even that misshapen space you can't figure out what to do with. We can also make it a place of beauty as well.

Styling Your Life: We can do it all including helping you with your wardrobe and fashion, or whatever goals you want to achieve for your future.

Renovation, Design, & Project Management

Remodel and Reinvent: Transforming a room or rooms to serve a better purpose and meet the unique needs of your family

Rehab and Renovate: It can be lovely living in an older home with a sense of place and history. We can help you make those spaces well-designed for modern living as well.

Styling and Editing: Accessories and art, all the important touches that finish a space and make it more inviting and beautiful.

New Construction: For those situations where we are indeed working from a blank slate. We can guide you to success in each phase of the process.



Consultation & Staging

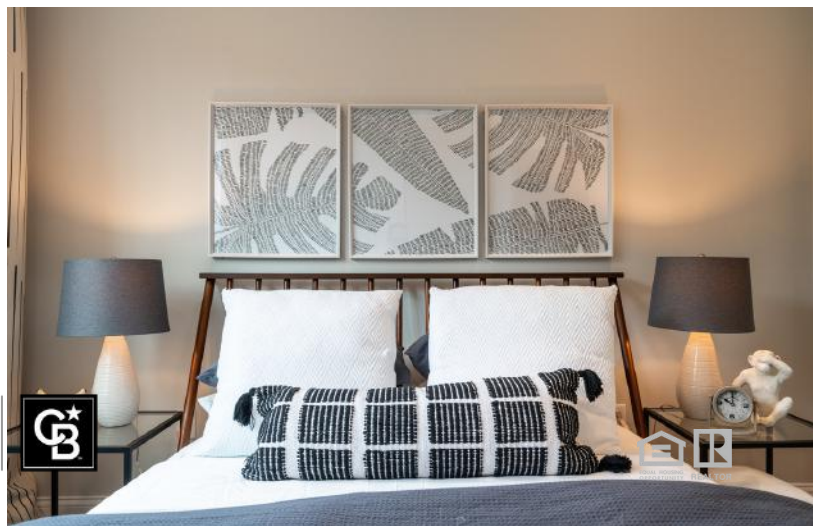
Staging, Prelisting and Preparing to Sell: Let us use our Real Estate Expertise and show you how you can sell your home faster and a better asking price.

Idea Sharing and Vision: Sharing a variety of simple, easy fixes and improvements that can improve your home life immediately, as well as what could be done on a more significant scope and impact.



Luxury Rentals & Airbnb

In addition to Real Estate, Drew & Ingrid manage a portfolio of furnished rental properties as well as luxury Airbnbs across the greater Cincinnati area. Whether you are looking for a short term weekend stay, or an extended period of time, we have the perfect short term solution for any rental need.



Client Testimonials



"I've bought and sold 17 houses in my life. You have continually gone beyond the call of duty. This has been the best service I have experienced!"

"Sharp, thorough, and tremendously well-informed realtor, who stayed in constant contact to guide us through the process of both selling our home (sold it in two days!) and buying our new home. Helped us nail down our dream home, and even conducted some skillful negotiations to get us what we wanted."

"The kindest, most professional, prompt, etc., etc., I have worked with, EVER! Transactions never go this smooth."

"Incredibly honest, patient, and attentive; I am convinced they don't sleep. As a first-time buyer, I had no idea what I was doing, but they made sure I understood everything that was going on, and I never felt pressured."

"I have had a wonderful experience. I couldn't have asked for a better first-home buying experience!"

"Knowledge of the local market and the real estate landscape helped my wife and I secure our first home in Cincinnati. Answered all our questions and were extremely attentive which made our home buying experience easy and stress-free."

"Thanks for all your efforts!!! You've been terrific through this entire process, an absolute delight to work with and extremely fortunate to have you represent us."

"Absolutely wonderful! Helped with every step of the home buying process making it a breeze. Always available to answer questions, even on weekend nights would respond right away."

"Outstanding from the very first day we were introduced—all the way through closing. Not only helped answer every question that popped up throughout the process but provided helpful ideas and house related wisdom that was invaluable to my wife and me. We could not have asked for a more professional realtor!"

"Drew and Ingrid are by far the best in the business. Drew helped me find my perfect first home, and I couldn't be happier. Whenever I have questions or need help with anything, Drew and his team immediately responded with advice. They have a full support network of trusted contacts from cleaning, moving, electric, and general repairs to home design, which also helps make the homebuying experience much less overwhelming. As a first time time buyer, Drew shared his expertise and transparent perspective with every house we viewed...Whether Drew likes it or not, I will be a life-time customer!"

