



THE CONNECTION

GET THE SCOOP

SPRING 2004

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3913 North Main St. KC, MO
\$154,950 MLS#1156115
3BR/2.5BA; Tri-level; updated
interior; parklike setting; North
Kansas City schools.



10101 NW 73rd Terrace
Weatherby Lake, MO
\$239,500 MLS#1159447
4BR/3BA; Raised Ranch; great
view of lake (1 block away);
remodeled kitchen; new windows
& other updates; Park Hill
schools.



24000 West 57th Street
Shawnee, KS
\$179,900 MLS#1155082
4BR/2.5BA; Tri-level; updated
interior; oversized rooms; large
master suite; DeSoto SD schools.

Visit www.kansas-city-home.com
or call to schedule a showing!

→ Building a New Home? Northland Homebuilders, LLC Is Open For Business

Northland Homebuilders LLC is a new home construction company established by Marlin and Linda Cone and Mike and Helene Dornhoffer. Mike served as superintendent for two of the largest builders in the Northland.

The company will focus on building homes priced under \$180k. However, custom homes at any price can be considered. Wausau Home's materials and concepts will be used to ensure quality construction.

If you're interested in the Wausau concept or know someone who is, call Helene at 816.741.4520 ext. 206 to find out more and schedule a free consultation.

→ Nebraska Furniture Mart & MOKAN Strike a Discount Agreement

Thanks to the outstanding work of Linda Cone, MOKAN Homebuilders, LLC has become a Preferred Builder for Nebraska Furniture Mart.

This exciting new program offers approved builders the opportunity to purchase appliances, sound systems, flooring and furniture from NFM at significant discounts and pass the savings onto their customers.

There are guidelines that must be adhered to for this new program, so contact Linda at 816.741.4520 ext. 201 if you want to learn more about this exciting, money saving program.

Watch for more news on the NFM program in our next newsletter.

→ Wausau Homes Selects MOKAN Homebuilders, LLC As K.C. Representative

Wausau Homes, the largest manufacturer of panelized homes in the U.S. selected MOKAN Homebuilders, LLC as their Kansas City representative. MOKAN is owned by RPT and three other area builders.

The Cones chose Wausau based on their outstanding service, versatility and home construction quality, the availability of custom and stock floor plans, and production capacity.

Panelized home subfloors, side and interior walls, roof trusses, and other key components are manufactured by the factory.



Buyers benefit by superior quality of wood and construction, affordable pricing, cleaner build sites, and less construction time compared to conventional building methods.

MOKAN owners witnessed a 1,600 square foot ranch home erected on its foundation in less than one day! Quick construction saves interest costs and keeps the materials safe from weathering.

→ Buying a New Home This Spring? Set-Up Your HomeTracker Account Now!

Visit www.kansas-city-home.com for a free HomeTracker account. Set your subdivision, school, home style, and price preferences. The system will email you whenever a home meeting your needs comes on the market.

The establishment of RPT Commercial resulted from many factors including the growing opportunities in the Northland, the inquiries of many clients who are tired of watching their 401k's shrink in value, and the opportunity to help prospective buyers of commercial properties.

Marlin Cone will be the key contact for commercial RPT business. Anyone interested in learning more about RPT Commercial should call Marlin at 816-820-6698.

RPT held an open house for Northland Realtors who work regularly with The Cone Team and Your Home Consulting Team (Anita & Paul Skehen).

Colleagues enjoyed a BBQ lunch followed by door prizes generously donated by several local vendors. The event was well attended and gave RPT a chance to showcase the new offices that were completed in 2003.

If you haven't seen our new offices yet, stop by and take a look. We'd love to see you!

→ **Ulrika Olsson Promoted To Client Care Coordinator**

Ulrika has assumed the position of Client Care Coordinator for RPT. Ulrika's responsibilities include handling all listings and contracts.

We hope that Ulrika Olsson and her family will be staying in the U.S. when their status with the Immigration and Naturalization Service is resolved.

→ **3 Brokers Are Better Than 1!**

Linda Cone and Helene Dornhoffer passed the Broker's Licensing Exam. Now RPT has more backup and diversity in broker coverage to keep client service at the highest level.



Helene was promoted to the position of Broker Manager from Office Manager allowing Marlin to focus on RPT Commercial and continue his usual involvement with The Cone Team.

Sharing the Good Times

● Linda & Marlin's grandson, Aidan, met Santa Claus for the first time last Christmas.



● Cone granddaughters, Amanda and Cassie, don their ice cream cone hats for the Today Show in NYC.

Have news you'd like to share? Send wedding, birth, and all your good news to marketing@kansas-city-home.com and we'll include it in our next issue!

→ **Have You Visited Your Neighborhood Web Site Lately?**

www.RissLakeNews.com
www.ThousandOaksNews.net
www.WeatherbyLakeNews.com

Check out what's going on in your community, post your own classifieds, recipes, pics, community calendars, events, and more!

Get Fit For Spring

Special monthly or yearly membership rates at Summit Athletic Club for Cone Team clients and vendors. Call Helene at ext. 206 or Ulrika at ext. 202 at (816) 741-4520 for more information and a FREE 2-week pass.

Client Of the Month

Have you noticed the world map in our conference room? Pins mark the countries from which our clients have immigrated or where they have moved. Even though Kansas City does not have the diversity of some of the coastal cities, we have clients who have moved here from or to 32 different countries!

One of the most interesting recent moves was the Riper family's from Kansas City Johannesburg, South Africa. Kevin was the Director of Finance for the City of Kansas City and is now with World Bank advising municipalities throughout South Africa on how to establish and organize their finances.

- If I make an offer on a house, how do I know whether the house is what I think it is?

- The contracts used by members of the Kansas City Regional Association of Realtors provides for an inspection of the property by an independent third party and for re-negotiations of the terms and conditions of the contract based on the findings of the inspection.

For sellers, we always recommend that this inspection be done at the time of listing (part of our "Hassle Free Program") so you can identify what the issues are up front and develop a "punch list" of repairs to remedy any deficiencies. You can have all the deficiencies corrected before the house goes on the market and share this information with all prospective buyers.

We know from experience that this results in buyers making better offers and in a significant decrease in the number of transactions that fail to close.

For buyers, we always recommend such an inspection so you have the knowledge you need to continue with the closing of the sale.

Q - Why is it so important for a buyer to be pre-approved prior to looking at houses?

A - Because it just makes sense for buyers to know what price range of homes they should be looking at. One of the worst things that can happen is to see homes you can not buy. You may feel that the homes you can afford will be inferior and your emotions will be headed in the wrong direction.

Pre-approval is also attractive to sellers. Sellers will consider offers from pre-approved buyers more seriously. That gives you an edge if the home you're considering is popular with other buyers as well.

→ **New Developments In the Northland**

WOW!!! After enduring months of congested traffic and muddy rocky roads, Northlanders are about to see the rewards for their patience.

The Northland is about to change dramatically. New subdivisions, shopping centers, restaurants, and much more are springing up in the Northland and making our area one of the fastest growing in the city.

Zona Rosa is scheduled to open in Spring 2004 and the Boardwalk is open for business full of upscale shops and restaurants.

Take time to log onto their Web sites and read more about the excitement that is about to begin. Do you think this will have a positive impact on property values in the Northland?

www.zonarosa.com
www.tuileriesplaza.com
www.thenational.com

→ **For 1st Timers Only**

Know someone who is considering buying their first home? Tell them about our new **First-Time Homebuyers Guide**. It's 26-page guide full of information on how to find the perfect house, understand credit reports, choose a mortgage, and navigate the buying process. For a **FREE** copy, contact David at 816.741.4520 ext. 208.

→ **The greatest compliment we can receive is a referral from our friends and past clients.**

"From our very first meeting both my wife and I were impressed with the presentation of your company's capabilities. Your obvious knowledge of the market and your suggestions on how to position our property for a quick sale proved to be invaluable. And I might add that this was accomplished without a significant reduction in the selling price. The follow-up and care that we received from you and your staff throughout the selling process and closing was exceptional. We are both very pleased with the outstanding performance by The Cone Team in listing and selling our home within a 30-day time frame. You and your team have exceeded our expectations and have earned the highest recommendation we can give for a job well done."

—John & Pat Ohnesorge

Who are 3 people YOU know who will buy or sell real estate in the next 3 months?

Call Us! 816.741.4520

→ **Restaurant of the Month**
Kato Japanese Restaurant



Kato is located on Barry Road in the Boardwalk Shopping Center. The décor, the service and the food is superb and we highly recommend you take time to have dinner at Kato.

And, for those of you who love sushi and sashimi like we do, their selections and quality are excellent. Owner, Herman Wang, is a very energetic and successful Park Hill H.S. graduate.

→ **FREE ICE SKATING PARTY**

Join The Cone Team for an afternoon of ice skating at the Line Creek Community Center.

When: March 14, 2004
2pm - 4pm

Where: Line Creek Community Center, 5940 NW Waukomis Dr.

Sandwiches and beverages will be provided. Please bring a snack to share.

Let us know you're coming!
Call 816.741.4520 ext. 206



→ Real Estate Consumer Watch: Radon and EIFS

Radon is very prevalent throughout the Midwest and corporations are increasingly requiring that homes bought by their transferring employees be tested for radon gas. According to The Inspection Company, one of the largest residential radon testing companies in Kansas City, about 50% of the homes tested are in excess of EPA's allowable maximum of 4.0 picoCuries of radon gas. One pCi/l means that in one liter of air there will be 2.2 radioactive disintegrations each minute. 4 pCi/l is the level accepted by most states and US territories.

EPA and organizations nationwide dedicate January as National Radon Action Month to encourage the public to test their homes for radon and remedy radon problems.

• Radon is the second leading cause of lung cancer.

• Nearly one in 15 homes in the U.S. has a high level of indoor radon.

• The U.S. Surgeon General and EPA recommend all homes be tested for radon.

If found to be over the allowable maximum, radon can be abated for a cost of approximately \$1,000 per home. For more information, we suggest you review the information available at:
www.epa.gov/radon and
www.radon.com.

EIFS (brand name: Dryvit) is the synthetic stucco siding that became so popular during the 1990's. It is a very good product, but due to poor installation in many locations throughout the U.S., homes have been found to have unacceptable levels of mold. The wood studs in the walls have been found to be rotted due to moisture which has accumulated behind the siding.

A class action lawsuit has been approved by the courts and anyone wishing to file a claim has until June 5, 2004 to do so. Visit these Web sites for more information:
www.dryvit.com and www.stuccosettlement.com.

NEED A MOVING? TRUCK?



The Cone Team moving truck is available to our buyers and sellers as well as charitable organizations. We've loaded it with all the necessities- straps, dollies, & blankets.

To reserve, call Helene at 816.741.4520 ext. #206.

www.kansas-city-home.com

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Presorted
First Class
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→ INSIDE:

- Special Pricing at Nebraska Furniture Mart
- FREE Ice Skating Party March 14
- Wausau Homes Come To K.C.