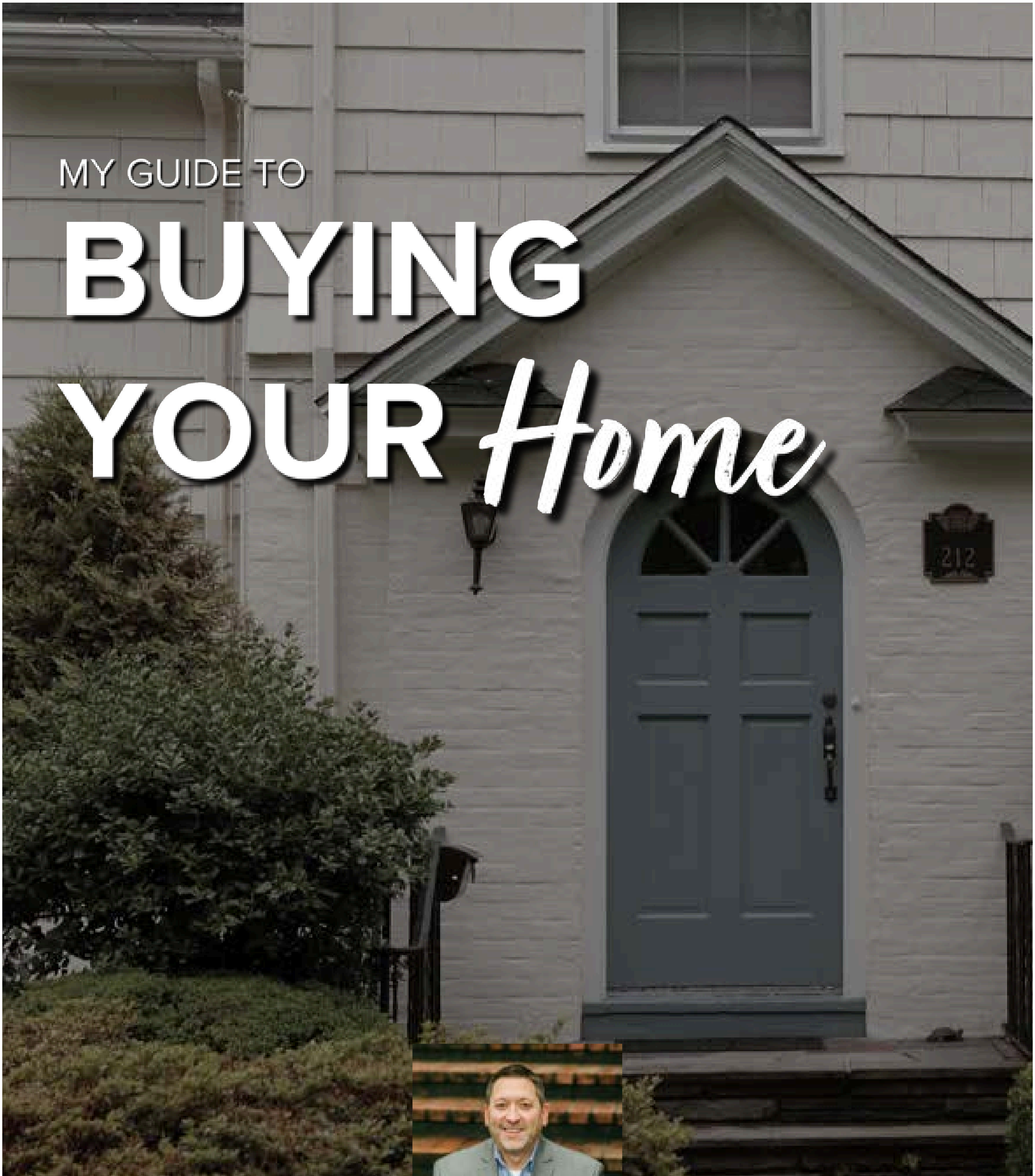

MY GUIDE TO

BUYING YOUR *Home*

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Windermere
REAL ESTATE
Windermere Professional Partners

WHY WINDERMERE?

SETTING THE STANDARD

We deliver the best in our industry, including:

- Exceptional Service by Putting Clients First
- Unsurpassed Integrity
- Strict Code of Ethics
- Premium Tools and Services
- Marketing Expertise
- Top Negotiation Abilities
- Contract Management Skills
- Keeping You Informed Promptly and Regularly

WE ARE LOCAL

Here are some of the benefits of having offices located all over Pierce County:

- Locally Owned and Operated
- Area Expertise
- Neighborhood Insight
- Committed to Community

ABOUT US

Founded in 2001, Windermere Professional Partners is not simply a place, but rather, it is an experience. Everyone within our firm strives to enhance that experience whatever the circumstances may be. For our clients, we greet you with professionalism and a desire not just to sell your house or simply place you in a new one, but instead to satisfy the desire that led you to inquire about our services.

BUYER'S AGENCY

AGENCY LAW

Effective January 1st, 2024, the statute in Washington that governs real estate brokerage relationships (RCW 18.86) - otherwise known as the "Agency Law" was significantly revised.

For years, real estate brokerage firms were only required to enter into written agreements with sellers, not buyers. The Agency Law now requires firms to enter into a written "brokerage services agreement" with any party the firm represents, both sellers and buyers. This change is to ensure that buyers (in addition to sellers) clearly understand the terms of the firm's representation and compensation.

A key benefit of the agreement is my negotiation expertise. I'll carefully review contracts to ensure terms work in your favor. It also strengthens your position with sellers, demonstrating confidence and commitment to follow through.

MY COMPENSATION

As an independent contractor, I'm paid by commission only after a sale is complete. As a buyers agent, my compensation typically comes from a percentage of the commission posted with the listed property.

If the listed property does not offer any or adequate compensation to the Buyer's Agent, then my compensation will be an added fee.

HOW I HELP YOU BUY

MY SERVICES

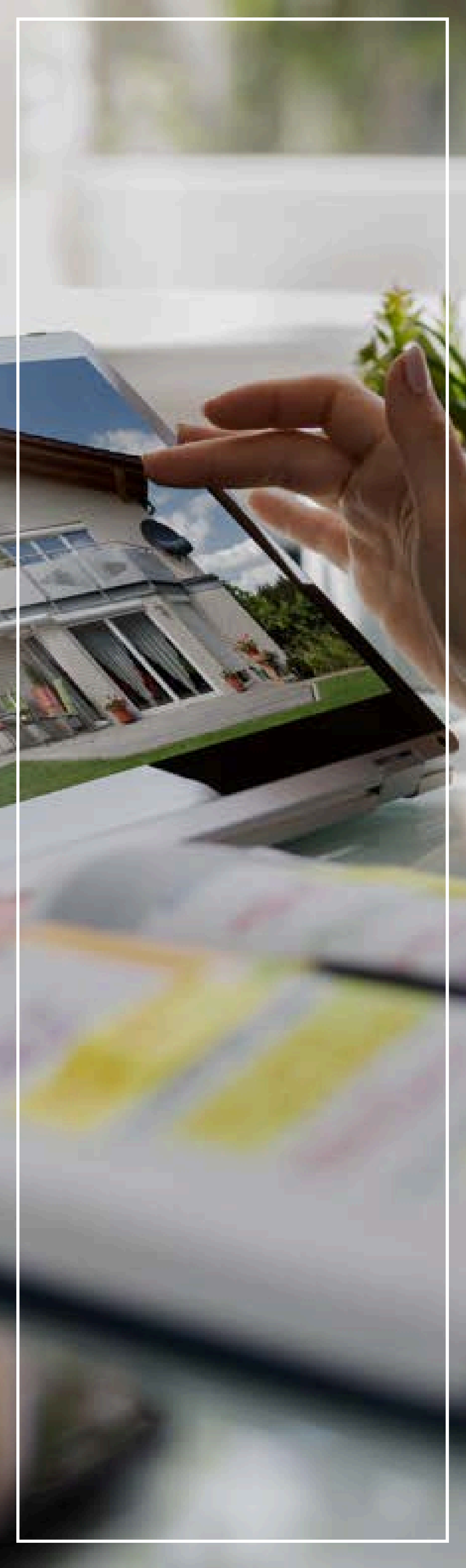
- Explain real estate principles, contracts, and documents.
- Refer you to a reputable lender for loan pre-approval.
- Help you determine the types of homes and neighborhoods that suit your needs.
- Arrange tours of these homes.
- Determine market value of interested homes.
- Assist with writing and negotiating the purchase agreement.
- Accompany you to the inspection.
- Coordinate all necessary steps after the inspection.
- Work with escrow to ensure timely document completion.

YOUR BENEFITS

- Be more likely to find the home that fit your needs.
- Decrease the amount of time it takes to find your home.
- Understand all the terms, processes, and documents involved.
- Current market information to make informed decisions.
- Have a skilled negotiator on your side.
- Have peace of mind that all details are being handled!

Buying a home can be exciting yet overwhelming. It's likely the largest purchase you'll make and a great long-term investment. But finding the right home in the perfect neighborhood within your budget isn't easy. That's where I come in—to guide you through the process and help you find a house you're proud to call home.

Once the path to closing has completed and you own your home, I will continue to be your resource.



HOME SEARCH TOOLS

I WILL HELP YOU SEARCH BY

- Setting up customized searches for homes that meet your criteria.
- Sending you properties that meet your requirements.
- Using my network to stay informed on properties that may be a good match.

NWMLS

- Customized searches (manual and automatic) via the Homespotter App
- Virtual home tours

WINDERMEREPC.COM

- Neighborhood resource pages (featured listings, neighborhood videos, photos, and links to local resources)
- Popular searches and open house search

WINDERMERE SEARCH APP

SCAN ME!

SAVED SEARCHES
Create searches for available homes matching your criteria and get alerts when they hit the market.

STORED FAVORITES
Select your favorite listings & add notes about which homes and features you like best.

INSTANT ENGAGEMENT
I'll be able to see which listings you have viewed and any notes you've added.

EASY COMMUNICATION
We can chat each other via the app anytime.

MARKET STATS

WINDERMERE PRO PARTNERS STATISTICS

My company generates proprietary local statistics from data in the NWMLS. This information helps us to see how the real estate market constantly changes in real-time. Our weekly sales meetings go over area specific stats to ensure we understand how to help you in this dynamic market.

STATS AVAILABLE TO YOU

- Number of Pending Sales in Your Area
- Average Sale Price of Homes in Your Market Area
- AND MORE!

HOW MARKET STATS HELP YOU BUY

- Understanding Market Conditions
- Setting Appropriate Expectations
- Being Prepared for Multiple Offer Situations
- Help Us Write the Most Competitive Offer Under Current Market Conditions
- Forecasting Future Price Movements

WHY DO CURRENT STATISTICS MATTER?

Understanding the current real estate market helps determine your best chance of finding the right home. In a hot market, you may be in multiple offer situations, requiring a competitive offer strategy.

Real estate data offers valuable insights to help you set a realistic budget, target the right properties, and make informed decisions, ensuring you get the best value and reduce time spent searching.

BUYER EXPENSES

EARNEST MONEY

This can be anything, but is usually 1-3% of the purchase price. It is due once the seller accepts your offer. Earnest money is credited towards your cash- to-close. If you terminate the purchase contract, it is refunded to you only if you are able to back out on legal grounds. If you choose to terminate the contract without cause, the earnest money will likely go to the seller.

BUYER AGENT COMPENSATION

I am typically paid by the seller's proceeds at closing, however, there are no standard compensation rates and the compensation in our Buyer's Agency Agreement is fully negotiable. In the event the seller pays under our agreed upon rate, the difference will be expected to be paid by you per the signed agreement.

APPRAISAL

Your lender will usually charge you $700-$1,000 for their appraiser to inspect the home for your loan. Sometimes this is just rolled into your closing costs.

HOME INSPECTION

A general home inspection usually costs $600-900, depending on the size of the property. Adding a sewer scope (always recommended) can add another $150.

DOWN PAYMENT

Depending on your loan product, it can be as little as 0% or 3.5% of the purchase price. 20% or more means no mortgage insurance on your monthly payments. Your lender will get you qualified for the loan that they feel most meets your needs.

CLOSING COSTS

Closing costs are generally 1-2% of the purchase price. These are the costs of lender fees, title fees, and pre-paying some monthly charges like your property taxes.

OFFER STRATEGIES

PRICE

- No upper limit
- Upper limit: $_______
- Escalation amount: $_______
- Above list: $_______
- At List
- Below List

FINANCING

- Cash
- Release of earnest money
- Down payment: _______%
  95% Financing FHA 100%
- Financing USDA/VA
- Seller concessions

INSPECTION & APPRAISAL

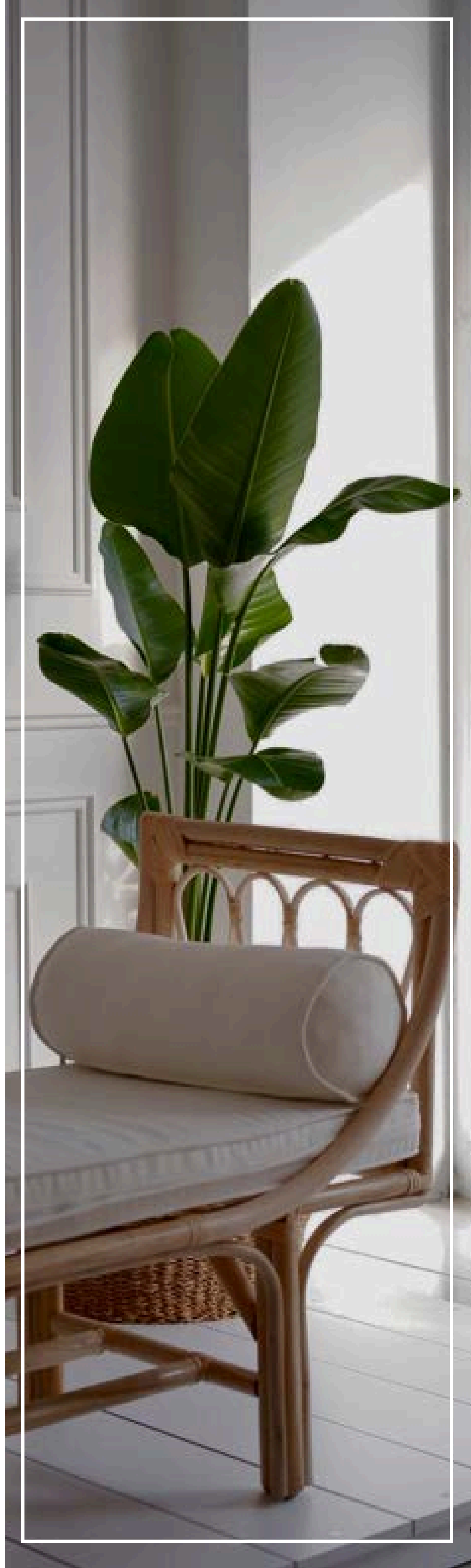
- No Inspection
- Inspection but take “as is”
  Inspection but waive items
- under $_______
- Must meet appraised value
- Will bring $_____ in case of low appraisal

TIMING

- Close and rent back to seller
- Close per seller’s timeline
- Close in 30 days or less
- Close in 45 days or more
- Close contingent on sale of buyer’s home

OTHER

Inclusions: _______ Per list _______ More than list
Exclusions: _______ Per list _______ More than list



ANSWERS TO FAQ'S

HOW IS MY OFFER PRESENTED TO THE SELLER?

Offers are emailed to the seller's agent. I'll call and share details about your offer, then follow up to confirm receipt.

IS THERE A COST TO MAKE AN OFFER?

When you write the offer on the home you've chosen, you will be expected to include an earnest money deposit.

WHERE DOES MY EARNEST MONEY GO?

Once the offer is accepted, the earnest money is placed in a trust account, credited toward your purchase costs.

CAN I LOSE MY EARNEST MONEY?

It's rare, but you could lose the deposit if you back out without legal grounds. Most often, contract issues beyond the buyer's control are the cause for a deal falling through.

ARE THERE OTHER COSTS INVOLVED?

Some lenders may require payment for the appraisal and credit report when applying for the loan.

WHAT SHOULD I AVOID WHILE LOOKING TO BUY?

It is best to avoid any large purchases and/or obtaining any additional loans (buying a new car, maxing out credit cards, etc.). It is also wise to avoid pulling your credit report unnecessarily as this can also affect your credit score.

WHAT IF I OFFER LESS THAN THE ASKING PRICE?

If you offer less, the seller can accept, counter, or reject it. In active markets, homes often sell at or above listing price. I can help you strategize based on the local market.

WHAT IF I NEED TO SELL MY HOME BEFORE BUYING?

To strengthen your position, list your home first. If your offer is contingent on selling your home, you may have less negotiating power.

PROCESS OVERVIEW

PREPARING

- Pre-approval guidance
- Earnest money discussion
- Buying interview to determine your goals
- Provide local area knowledge and resources
- Buyer's agency representation

EARLY INSIGHTS

- Generate statistical market overview Manual and automated inventory search setup
- Provide community tours
- Schedule and show homes
- Offer discussions on property pros/cons & criteria
- Provide comparative market analysis for target properties

WRITING THE OFFER

- Prepare a competitive offer
- Discuss possible multiple offer situations and best strategies
- Review and discuss all aspects of your contract

UNDER CONTRACT

- Negotiate all aspects on your behalf, including:
- Price
- Contingencies, Inclusions and Exclusions
- Inspection, Appraisal, & Title Resolution
- Closing and possession date

COMMUNICATION

- Buyers agency representation ensures that I will thoroughly communicate with all parties, including:
- Inspection and appraisal coordination
- Title and escrow facilitation
- Facilitate closing procedures and timeline management
- Negotiation of all associated contracts

TRANSFER KEYS TO BUYER!

CLIENT TESTIMONIALS

“We had an outstanding experience working with Ryan Waterman as our real estate agent. From our very first meeting, Ryan impressed us with his deep knowledge of the local market and his genuine commitment to helping us find the perfect property. He was always available to answer our questions, no matter how small, and guided us through every step of the buying process with patience and expertise. Ryan’s attention to detail and proactive communication made the entire experience smooth and stress-free. He listened carefully to our needs and preferences, and consistently presented us with options that matched what we were looking for. When it came time to negotiate, Ryan’s skills truly shone - he advocated for us and helped us secure a fantastic deal on our new home. We couldn’t be happier with the service Ryan provided and would highly recommend him to anyone looking to buy or sell property. His professionalism, dedication, and integrity set him apart, and we are grateful to have had him on our side.”

PAUL MATHENGE

“Ryan was professional and helpful all through the process. He was knowledgeable and answered all of our questions. We will refer him to all of our friends and use him again if needed.”

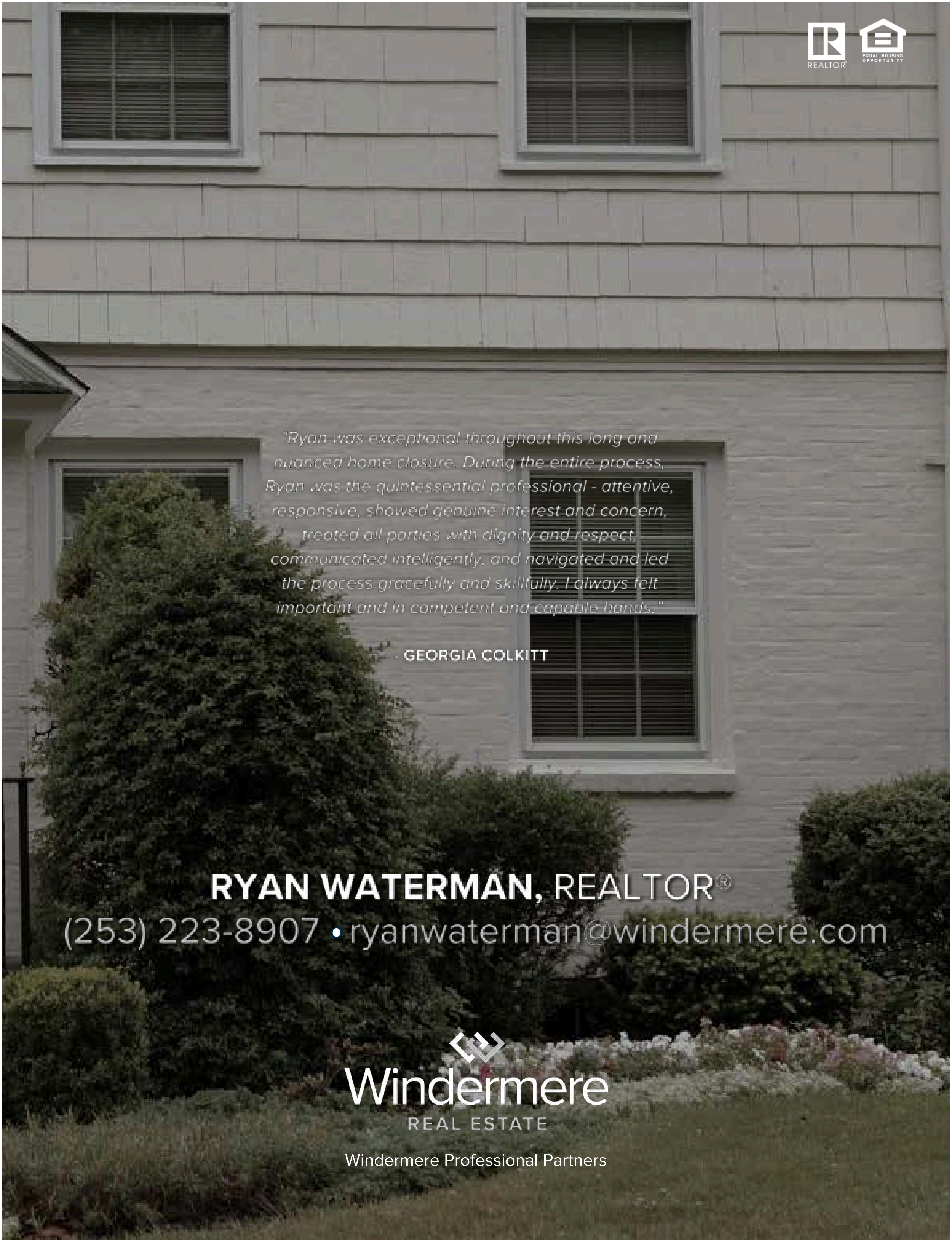
DARIN

“I was completely confident in the buying process with Ryan as my agent! He was punctual, hard-working and he made sure that I was well taken care of. The whole process was seamless and I’m extremely happy with my new home!”

ANNA KAPERICK

“Ryan is absolutely amazing to work with! He was hands on every step of the way, from getting to know all of the details of our homebuying needs and wishes, to helping us find the best mortgage lender, to teaching us the ins and outs of the Tacoma housing market. He was always proactive about our search, and always available to answer questions and concerns any time we needed. His strategies for making offers and negotiating with sellers helped us to not only land our dream home, but to get it at $50k UNDER asking!!! Ryan’s expertise, professionalism, and work ethic are top notch. We can’t recommend Ryan highly enough to anyone looking to buy or sell a home!”

DONALD BAUMER


REALTOR®
EQUAL HOUSING OPPORTUNITY
"Ryan was exceptional throughout this long and nuanced home closure. During the entire process, Ryan was the quintessential professional - attentive, responsive, showed genuine interest and concern, treated all parties with dignity and respect, communicated intelligently, and navigated and led the process gracefully and skillfully. I always felt important and in competent and capable hands."
GEORGIA COLKITT
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