



# Buying Your Home



**SETTING THE STANDARD**



**EXTENSIVE ARRAY OF SERVICES**



**LOCALLY OWNED & OPERATED**



**UP-TO-DATE MARKET STATISTICS**



**HOME SEARCH TOOLS**



**REALTORS® WHO UNDERSTAND YOUR UNIQUE BUYING NEEDS**

**JOYCE SHIPLEY & JASON HELTON**

**REALTORS®**



# Why Windermere?



## SETTING THE STANDARD

We deliver the best in our industry, including:

- ◆ Exceptional Service
- ◆ Unsurpassed Integrity
- ◆ A Strict Code of Ethics
- ◆ Premium Tools and Services
- ◆ Marketing Expertise
- ◆ Top-Level Negotiation Skills
- ◆ Contract Management Expertise



## WE ARE LOCAL

- ◆ Neighborhood Insight
- ◆ Locally Owned and Operated
- ◆ Committed to Our community







# Home Search Tools

## ONLINE SEARCH PLATFORMS

*Powered by NWMLS*

- ◆ Customized Searches (Manual and Automated)
- ◆ Virtual Home Tours

## WINDERMEREPC.COM

- ◆ In-Depth Pierce County Information
- ◆ Popular Searches and Open House Search
- ◆ Neighborhood Page Resources

Featured listings, neighborhood videos, photos, and links to local resources for popular spots, crime, schools, and transportation.

- ◆ *How to Buy A Home* Educational Blog Series

## OPEN HOUSES

Great opportunity to tour homes (in person or digitally) and gather insight. Let's talk pros/cons!

## SOCIAL MEDIA



Listing blogs on  
windermerepc.com



@windermerepartners



Windermere  
Professional Partners



@windermerepc





# OVERVIEW OF Services

*We are on your team throughout the process.*



## Preparing Before You Buy

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



## Early Insights for Our Process

- ◆ 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





### Going Under Contract

Negotiate all aspects on your behalf, including:

- ◆ Price
- ◆ Contingencies
- ◆ Inclusions and exclusions
- ◆ Inspection, appraisal, and 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
- ◆ Guide and counsel you from beginning through possession
- ◆ Facilitate transfer of keys



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

*With our connections and access to spectacular resources, we can assist you with any homeowner needs or questions.*

**WINDERMEREPC.COM/BUYING-A-HOME**

*Want to learn more about the home buying process? You can find an entire blog series that will walk you through the process, providing insider tips from beginning to end at [windermerepc.com/buying-a-home](http://windermerepc.com/buying-a-home)*



# Market Statistics

Using Up-to-the-Minute Market Data to Make Informed Decisions

*Our expertise is fueled by access to Windermere's experts...*



## Matthew Gardner, Chief Economist

Windermere's chief economist, Matthew Gardner, has been a real estate economist for more than 30 years. He specializes in residential market analysis, financial analysis, and land use and regional economics. His study and interpretation of this economic data, and its impact on the real estate market, gives us unique insights into short and long-term housing trends and are important to consider when buying or selling a home.



WINDERMERE  
PROFESSIONAL  
PARTNERS

## Windermere Professional Partners Statistics

Local statistics by county and city.



**FROM SALE TO SOLD** | Proprietary quarterly statistics provide current state of the market for offer strategy.



**MEDIAN SALES PRICE** | Markets don't increase or decline in a straight line. See what is happening, real-time in the market.



**MARKET UPDATE** | Geographical and price point statistical analysis ensuring you don't over pay, or to assist in a multiple offer situation.

*Our marketing and decision making is driven by the real-time numbers.*







Windermere Professional Partners is the **leading** company related to **reputation**, **professionalism**, and **performance**. We make the business better, **help people** reach their **dreams**, and **change lives**.





All in, for you.

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