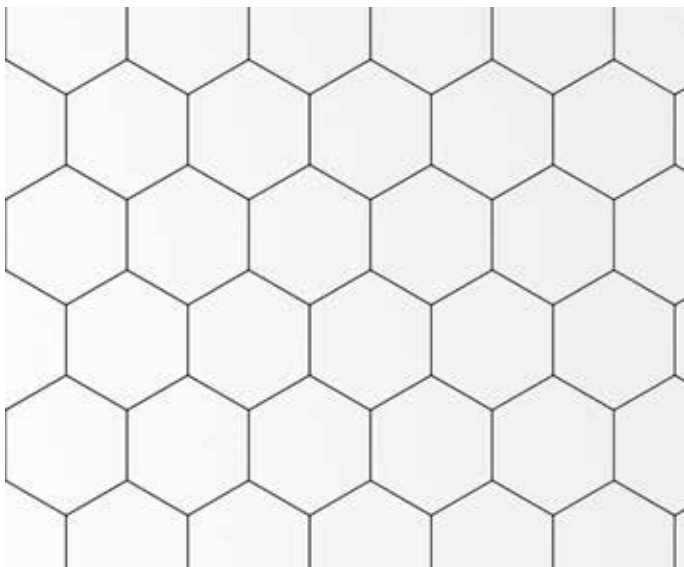




Guide to Selling Your Home



Huppert
HOMES
RESIDENTIAL LAND INVESTMENT



Meet the Team



Mollie Huppert

Real Estate Broker | Realtor®
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Certified Real Estate Analyst
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HUPPERT HOMES FOUNDER MOLLIE HUPPERT STARTED HER REAL ESTATE BUSINESS ON A FEW GUIDING PRINCIPLES:

- Act with Integrity
- Treat Everyone with Respect
- Always Listen

These tenets guide her work supporting buyer and sellers from all backgrounds to achieve their home ownership and real estate wealth-building goals.

Bringing complementary skills and expertise, Mollie's husband, Mark, joined the business in 2022. His deep technical expertise in property development and construction management and his love of data and analysis combines perfectly with Mollie's sales and marketing acumen, negotiation expertise, and penchant for the details. As a team they deliver a full array of services, helping clients achieve their real estate hopes and dreams.



Mark Huppert

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Having met in 1997 while studying for MBA degrees at the University of Washington, they have spent more than 20 years collaborating on personal real estate projects in Seattle and the South Sound. While it was a "side hustle" for Mollie, who had a successful project management and consulting career prior to becoming a broker, Mark has devoted over three decades to leading real estate investment and construction teams.

He has delivered residential projects ranging from affordable and senior rental housing to large-scale development of luxury homes on both sides of Lake Washington as well as east of the Cascades.

In addition to their primary emphasis on residential property, Mark and Mollie have both worked with businesses to guide strategic projects from planning to completion. Mark brings experience with hotels, restaurants, bars, cinemas, private clubs, and transportation hubs to help businesses and investors with acquisitions, sales, and leasing.

Together, the Hupperts help clients navigate the ups and downs of the real estate market, supporting and educating, and sprinkling in some food, drink, and fun along the way! They are looking forward to helping you find or build that next dream home, vacation home, or investment property.





Selling Your Home

Your home may be your single biggest investment; selling it is one of the largest financial transactions you'll ever make. So when you sell, you want to get the best price and the most favorable terms in the shortest amount of time. There are many decisions to make and strategies to consider in order to maximize your return with a successful sale. We will guide you through these before we list your home; then we'll manage every aspect of the transaction, from the first open house to the final closing.

AS YOUR LISTING TEAM WE WILL:

Communicate what buyers are looking for and the conditions that will encourage them to buy.

Analyze the market and help you set the right price.

Provide detailed information about your home to the thousands of Northwest Multiple Listing Service member agents actively assisting buyers.

Target a more specific cohort of agents representing the most likely buyers for your home.

Capture buyers' attention and captivate imaginations through elegant visuals and thoughtful storytelling, in both digital and print media.

Make sure your home is visible to the large number of people who relocate to our region from across the country and around the world.

Quickly separate the qualified buyers from the rest of the pack, saving you time and potential heartache.

Listing Timeline

We will work hard to match the time and effort it takes to prepare your home for market with the current pace of buyer activity so you can achieve the best results from your sale. Below is a sample listing timeline which may vary for your property based on a number of factors.

PRE-LISTING PREP

04 WEEKS TO LIST

Listing agreement signed

Pre-inspection conducted

Staging walk-through held with designer

Paint or repair jobs begun

03 WEEKS TO LIST

House cleaning / decluttering started

Landscaping finessed and windows cleaned

Furniture removed (as needed)

02 WEEKS TO LIST

Staging installation begun (as needed)

Photo shoot conducted

Video + 3D shoot conducted (as needed)

01 WEEK TO LIST

Marketing collateral designed
(flyers and/or brochures, email blasts, website)

LISTED

WEEK 1 / DAY 01

Property listing published on Northwest Multiple Listing Service

Listing posted to Zillow, Redfin, Windermere.com, Realtor.com, etc.

Property website launched

Just Listed email blast sent

Listing posted to social media

Digital and/or print advertising published

Broker's open house and/or public open house hosted

Private showings begun

WEEK 2

Buyer pre-inspections finished

Offers received

Offers reviewed

Contractual negotiations started



Intelligent Pricing + Strategy

WE WILL HELP YOU DETERMINE THE PRICE AND STRATEGY THAT WILL ACHIEVE THE HIGHEST RETURN, BASED ON YOUR PERSONAL GOALS FOR YOUR SALE.



47%

NEARLY HALF OF ALL HOME SALES IN OUR REGION INVOLVE MULTIPLE OFFERS

MARKET ANALYSIS AND PRICING STRATEGY

Before listing your property, we'll provide you with the latest sales data for your area and a review of the current competitive landscape. Our in-depth market analysis will help determine a recommended price range for your listing. Our pricing strategy will depend on the actual market conditions at the time your property is listed.

Ultimately, the listing price is up to you, but we will walk you through the pros and cons of different approaches so you remain in control of your sale and are best positioned for success.

HOW TO PRICE AND POSITION YOUR PROPERTY FOR MAXIMUM RETURN

- Review active inventory / competing listings
- Analyze comparable properties that were recently sold
- Assess your home's condition and features compared to those of similar properties
- Determine price based on your home's real-time competitive position in the market

WHAT MAY INFLUENCE PRICE PERCEPTION AMONG BUYERS

- Assessed tax value
- Published appraisal
- Homebot estimate
- Other AVM (automated valuation model)



Preparing Your Home for Sale

REPAIR AND CLEANING CHECKLIST

For your home to make the best impression on buyers and fetch the highest possible price, we recommend making some basic repairs before we list it. We'll give you a tailored checklist once I've visited your property, but here are some things you may want to consider.

EXTERIOR:

Remove peeling and chipped paint; replace with a fresh coat.

Fix loose trim and fencing.

Clear gutters and downspouts.

Make sure there is good exterior lighting and all walkway lights and front-door lanterns work.

Clean and repair the roof as needed.

Clear garage of clutter and tidy shelves.

Inspect chimney for cracks and damage.

YARD:

Mow and trim grass; re-seed and fertilize where necessary.

Prune all overgrown trees and shrubs.

Weed flower beds; remove or replace dead or diseased plants, shrubs and trees.

Clean grease and oil stains from driveway.

DECKS/PATIOS:

Paint or stain worn areas on wood decks.

Remove grass growing in concrete cracks; sweep off debris from shrubs and trees.

Clean all deck rails and make sure they're secure; replace missing slats or posts.

Clean outdoor furniture.

FRONT DOOR:

Polish or replace the door hardware so it shines.

Add a fresh coat of paint to get rid of nicks.

If there is one, remove the storm or screen door.

Make sure the doorbell operates properly and there are no squeaks when the door opens and closes.

WINDOWS:

Clean all windows inside and out.

If needed, add a fresh coat of paint to the window trims and sills.

Make sure all windows open and close easily.

Replace cracked windowpanes and those with broken seals.

Make sure window screens are clean and secure; replace any screens with holes or tears.

ENTRY:

Clean entryway floors and area rugs.

Downsize clutter in the entry and entry closet to give the appearance of spaciousness.

Double-check entry lighting to make sure it works.

THROUGHOUT:

Clean all floors, carpets, walls and trim.

Replace burned-out light bulbs.

Empty trash.

Remove family photos, valuables, and prescriptions.

KITCHEN:

Make sure countertops, grout, and sinks are clean and stain-free; replace grout as needed.

Fix dripping faucets.

Organize pantry and cupboards so they appear clean, neat and spacious.

Clean the refrigerator and remove odors.

Clean the oven and cook-top thoroughly.

Set the table.

LIVING/FAMILY/DINING ROOMS:

Give rooms a fresh coat of paint as needed.

Repair cracks and holes in ceiling and walls.

Make sure all wallpaper is secure.

Repaint any woodwork that is worn or chipped.

Clean or replace draperies and blinds; open them to maximize light.

Make sure draperies and blinds open and close.

Steam-clean carpets, rugs and wood flooring, removing any stains or odors.

Remove and replace any items, such as pendant lights or draperies, that you wish to take with you.

Put away toys and hobby supplies.

BEDROOMS:

Repair cracks in ceiling and walls.

Apply a fresh coat of paint if necessary.

Make sure wallpaper is secure.

Clean draperies and blinds; open to maximize light.

Put away toys, clothes, and clutter.

Neatly make up the beds.

BASEMENT:

Check for water penetration or dampness; call for professional repairs if necessary.

Get rid of musty odors.

Clean furnace, hot water heater, and drains.

Make sure light fixtures work.

Arrange storage area in a neat and organized manner.

Make sure stairway handrail is secure.

TIDY EXTRAS:

Use air fresheners or bake treats to make the house smell good.

Plant flowers to brighten a walkway and enrich the entry.

Remove any indoor houseplants that are brown or losing their leaves.

Remove cars, campers and boats from the property.

Remove extra magazines and books from tables.

Tidy and declutter all closets.

Hide or retire worn-out throw pillows.

Store any pet supplies.

INVEST TO IMPRESS

There's no second chance for the perfect first impression

MAKE SURE YOU'RE WINDERMERE READY

At Windermere, we believe in the power of first impressions. We've created the Windermere Ready program to help you prepare your home so it stands out from the competition.

After visiting your property, we'll provide a customized list of high-impact updates that will keep your home on trend with the things buyers are looking for while getting you the best possible return on investment. From simple de-cluttering to necessary renovations, we'll make your property one that buyers can't pass up.

Windermere Ready can provide up to \$50,000 to help mitigate any expenses incurred during the preparation stage, with no upfront cost to you.

Getting your home "Windermere Ready" will increase its market value and make it more attractive to buyers, maximizing your selling success.

100%

RETURN ON INVESTMENT FOR REFINISHING ORIGINAL
HARDWOOD FLOORS

4X

THE POTENTIAL RETURN ON EVERY
\$100 INVESTED IN STAGING YOUR HOME

97%

OF REALTORS BELIEVE CURB APPEAL
IS IMPORTANT TO POTENTIAL BUYERS



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER

Staging Your Home

STAGE TO STAND OUT

Most homebuyers today are part of the HGTV generation: they prefer professionally curated interior spaces with a modern, minimalist style that “opens up” the rooms of a house or condo. While some home sellers have décor that matches these expectations, the majority of sellers possess a signature style and unique furnishings that make their home distinctly theirs. The role of staging is to present a clear canvas that’s less personalized and therefore lets buyers more easily imagine themselves living in the particular space.

- 1 Eight seconds.** That’s all it takes for most buyers to form an impression of your home. It’s not a long time, so you need to make it count.
- 2 You’ll make more money.** U.S. Housing and Urban Development reports that a staged home will sell for 17% more on average than a home that’s not staged
- 3 Photos.** According to NAR*, over 90% of buyers first search for homes online before deciding to visit. The photos of staged homes will stand out among the rest.



Marketing Your Home



PHOTOGRAPHY

If home buyers aren't sold on the images they see online, chances are they will move on. And conversely, rich visual storytelling will help a listing stand out, leading to increased buyer curiosity and traffic. That's why we are committed to hiring one of our region's top architectural photographers to help set the scene when your property is listed. When appropriate we'll also shoot aerial photos via drone; these added visuals will literally elevate your home above the competition.

VIDEO

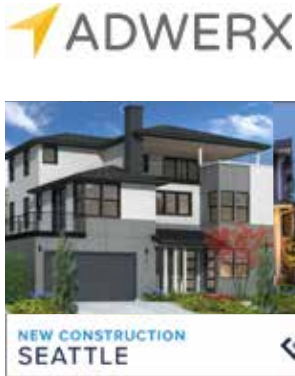
To further tell the story of your home's unique features and lifestyle, We may opt to have a video produced for the property website or to post on social media. Creating a video walk-through of your home allows buyers to experience it as if they were there in person.

3D TOURS AND MATTERPORT

In addition to capturing exquisite photos of your property, We may also post a 3D tour online. This is another way to provide a compelling visual experience that motivates buyers to put your home at the top of their list. Through tools like Matterport, we can provide a floorplan and a self-guided tour that help buyers visualize how your home's layout and interior spaces will complement their lifestyle.

PROPERTY WEBSITE

We may also create a custom property website that showcases your home more than a typical MLS listing would. Through this unique site, visitors will have a chance to see photos of your property, read about its features and amenities, and even get a sense for the neighborhood and local attractions.



ADVERTISING

We have access to myriad advertising vehicles – digital, social and print – that we can deploy in promoting your listing to the market. We will choose the right message and medium to target the most likely (and most qualified) buyers for your home.

EMAIL

We will utilize our own curated email database of active buyers, previous clients and fellow brokers to send “Just Listed” announcements to generate buzz about your property. We can then send follow-up email campaigns to keep them informed of open houses, broker’s opens and other updates pertaining to your listing.



SOCIAL MEDIA

We can also promote your listing on our own social media. From an enthusiastic “Just Listed” post to a video walk-through of the property, audiences can experience the unique attributes of your home and share them with their friends, too.

PRINT MATERIALS

Once we've captured great photos of your property, We can create high-end print marketing materials that inspire prospective buyers. These may include brochures, trifolds, informational one-sheets or in-home signage. We may also send Just Listed postcards to neighbors and targeted qualified buyers.



Luxury Marketing



GOING ABOVE AND BEYOND FOR LUXURY PROPERTIES



When listing your home, we may leverage Windermere's Premier Properties™ program and its many luxury marketing benefits. Under the Premier Properties brand, high-end listings are promoted to luxury buyers using distinctive marketing materials and media. We also enthusiastically promote our luxury listings to Windermere's extensive network of luxury brokers, who represent hundreds of buyers seeking our region's finest properties.



Windermere's W Collection is an elevated property marketing program, tailored to the needs of affluent clients in the ultra-luxury market. If we list your home under the W Collection brand, we'll promote it on the brand's website, using distinctive signage, and via exclusive advertising opportunities and marketing collateral. These will elegantly showcase your home and its most distinctive features to lifestyle-motivated luxury buyers.

WbyWindermere.com

Marketing your home to the world



**REACHING LUXURY BUYERS AROUND THE
CORNER AND ACROSS THE GLOBE**



With Windermere, we belong to Luxury Portfolio International® (LPI), a worldwide network of luxury brokers. Through LPI, We can promote our luxury listings to a global audience of affluent buyers. Each year, LPWe markets more than 50,000 of the world's most remarkable homes and attracts over three million high-net-worth visitors. Luxury Portfolio's global reach is evident in its extensive collection of homes, with an average price above \$2.6 million and an inventory valued at over \$58 billion. Through Windermere's affiliation with LPI, I'm able to promote our local luxury listings to a sought-after worldwide network of buyers and agents.

**THE WALL STREET
JOURNAL.**

MANSION GLOBAL

外居乐 waijule.com



Windermere's luxury listings are promoted to international buyers on websites such as LuxuryPortfolio.com, WallStreetJournal.com, MansionGlobal.com, Juwai.com and Waijule.com. Through these sites your property will be marketed to high-net-worth home buyers around the world.

Showing Your Home

Once your home is ready to show, we'll begin marketing it to potential buyers and other real estate brokers. If possible, you'll need to leave the home when buyers are present so they feel comfortable asking their agent candid questions.

TIPS FOR A SUCCESSFUL PROPERTY TOUR:

Remove pets. Take them with you or keep them penned in the yard or garage.

Open shades and curtains to let in light.

Turn on enough lights so the home is well-lit.

Remove clutter from tables and bookshelves. Neatness makes rooms seem larger.

Put away items in the yard such as garden tools, bicycles and toys.

Turn on gas fireplaces to create a cozy atmosphere.

Grind up part of a lemon in the disposal to add a fresh smell to the kitchen.

Keep radios and TVs off, or on low volume.

Keep money and other valuables, as well as prescription medications, locked up.





Purchase and Sale Agreement

Once we've found a buyer for your home, we'll guide you through the purchase and sale agreement. This is the contract in which you and the buyer outline the details of your property transfer.

THE PURCHASE AND SALE AGREEMENT USUALLY CONSISTS OF THE FOLLOWING:

Earnest money receipt

Financing addendum

Inspection addendum

Conditions/disclosure addendum

Contingency addendum, when appropriate

Addendum outlining special conditions

Lead-based paint notification, when appropriate

THE FOLLOWING FORMS WILL ALSO BE INCLUDED WITH YOUR AGREEMENT:

Agency disclosure form

Property disclosure form





Offer Receipt & Acceptance

Once an offer is received, we will perform some initial analysis to identify the pros and cons and we will meet to go through the offer and develop a strategy for response and negotiation. We will also qualify each prospective buyer by talking with their lenders to understand the strength of their position and likelihood to close on the transaction. Together we will prepare a strong response or acceptance to create a solid transaction designed to mitigate any surprises and close on time! Once we have mutual acceptance, we'll manage all the details of the transaction such as coordination of any agreed-upon repairs, the appraisal process, required documentation and closing statement review.

Home Inspection

Once a buyer has decided to make an offer on your home, it may be contingent upon a professional inspection of the entire property — including improvements. The home inspector looks beyond the cosmetics to make sure that the home's general systems operate properly. The inspector will also look for large repairs that are needed and report on the condition of the home.

The standard home inspector's report will review the conditions of the home's heating and cooling systems; interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; foundation, basement and visible structures. The inspector will also look for cracks in cement walls, water stains that indicate leakage, and any indication of wood rot.

A home inspection also points out the positive aspects of a home, as well as the maintenance that will be necessary to keep it in good shape.

As the seller, you can also elect to hire an inspector to evaluate your home prior to putting it on the market. Many times an inspector can point out major or minor issues with your home that you may be unaware of and that may affect its value.

We work with the best home inspection services and will be happy to give you a list of names from which to choose.

Remember, no home is perfect. If problems are discovered during the inspection, we'll help you negotiate through the process while protecting your interests.



Settlement & Closing

Before mutual acceptance, a closing date is agreed upon by you and the buyer. “Closing” is when you each sign all the paperwork and pay your share of the settlement fees, and the documents are recorded. Settlement obligations vary widely due to specific contract language, local laws and customs. Prior to the closing date, the escrow officer will complete a detailed settlement statement identifying all the expenses associated with selling your home.

THE BUYER PAYS FOR:

- Down payment on the home

- Buyer’s escrow fee (according to the contract)

- Lender’s extended title insurance premium (ALTA)

- Document preparation (if applicable)

- Prorated property taxes (from date of acquisition)

- Prorated homeowner’s association dues (from date of acquisition)

- Recording fees for all documents in buyer’s name

- Notary fees, if applicable

- Homeowners’ hazard insurance premium for first year

- Inspection fees (according to contract)

- Loan fees as agreed with lender

- Interim interest on new loan, prorated from date of funding to first payment date

THE SELLER PAYS FOR:

- Seller’s escrow fee (according to contract)

- Work orders, if required by lender, or agreed between parties (according to contract)

- Owner’s title insurance premium

- Real estate service fees (according to contract)

- Payoff of all encumbrances (loans) in seller’s name

- Prorated property taxes (prior to date of sale)

- Interest accrued by lender that is being paid

- Prepayment penalties

- Any judgments, tax liens, assessments or encumbrances placed against property title

- Any unpaid homeowner’s association dues

- Loan fees that are required by the lender, based on loan types such as FHA or VA (according to contract)

- Recording charges to clear all documents of record against the seller

- Excise tax, if applicable, determined by county and based on sale price

THE SELLER RECEIVES:

- Utility deposits held by gas, electric, cable, telephone and other companies

- Prorated portion of pre-paid property taxes

- Prorated mortgage interest from payments made during the current month

- Fuel rebate for oil or propane remaining in storage tank

- Net proceeds after seller’s share of expenses are paid

Calculating Net Proceeds

Your net proceeds, simply put, equal the sale price of your home minus any disbursements you make during the closing process. We can help determine the following costs:

Existing home lones	\$	
Other liens	+ \$	
Standard title insurance ¹	+ \$	
State excise tax	+ \$	
Loan discount	+ \$	
Escrow	+ \$	
Brokerage/service fee	+ \$	
Proration of interest	+ \$	
Recording	+ \$	
Inspections	+ \$	
Miscellaneous	+ \$	
TOTAL ESTIMATED DISBURSEMENTS		= \$
Sale price of home	+ \$	
Est. disbursements	- \$	
ESTIMATED NET PROCEEDS²		= \$

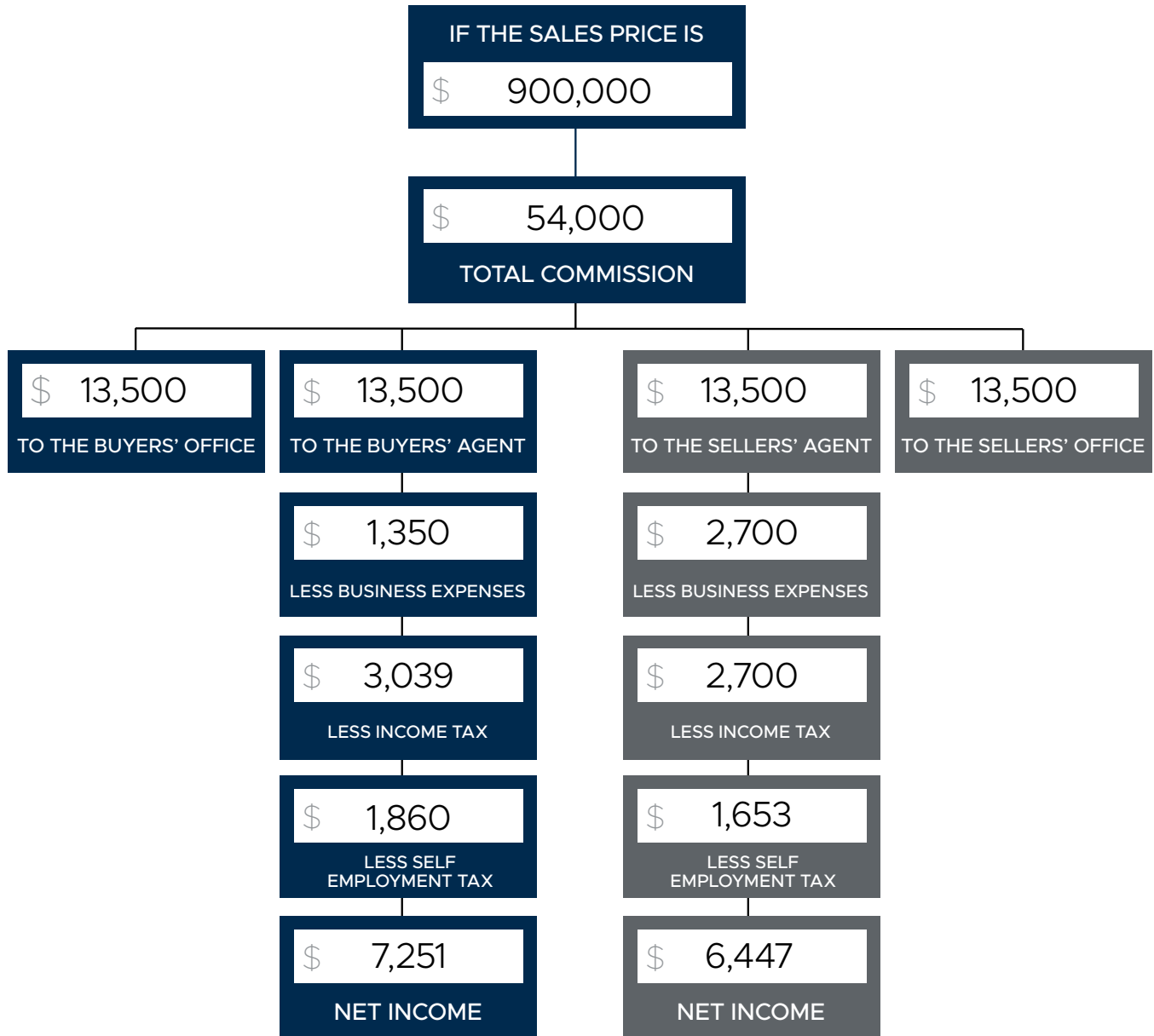
¹ Many title companies will offer discount to seller who have a copy of the title report received when purchasing or refinancing a property. Let us know if you have a copy at the time of the listing, and we will request a discount.

² This figure is an estimate based on our experience and reflects current rates and charges. Actual proceeds will be calculated by the Escrow officer and will vary according to the specifics of the final sales transaction.



How We Are Compensated

As independent contractors, we are paid by commission only after a sale is complete. Therefore, helping you sell or buy a home is our top priority. We retain only a portion of the total commission, minus our business expenses.



* Business expenses include, but are not limited to: office fees, Multiple Listing Service fees, Realtor Association dues, automobile expenses, communication expenses, personal marketing expenses, advertising expenses, office supplies and equipment, listing and selling expenses, insurance and continuing education.



Terms to Know

ASSESSED VALUE The value placed on a property by a municipality for purposes of levying taxes. It may differ widely from appraised or market value.

CERTIFICATE OF TITLE a document, signed by a title examiner, stating that a seller has an insurable title to the property.

COMPARATIVE MARKET ANALYSIS (CMA)

A survey of the attributes and selling prices of comparable homes, whether active or recently sold, used to help determine pricing strategy for a home.

DEED A legal document that formally conveys ownership of a property from seller to buyer.

ESCROW An impartial third party process in which documents and funds are deposited by buyers, sellers and lenders to facilitate the closing for a real estate transaction. Escrow is required to follow mutual written instructions from all parties

LIEN A security claim on a property until a debt is satisfied.

MUTUAL ACCEPTANCE The point at which the seller and buyer reach agreement on both purchase price and terms and enter into a binding contract.

TITLE INSURANCE A contract insuring a buyer's "ownership" or "interest" in a specific piece of real property. A title insurance policy insures the owner or others having an interest in the property against loss due to encumbrance, defective title or adverse claims against the title. This includes "hidden hazards" explained below.

Moving Tips

6-8 WEEKS BEFORE MOVING

Use up things that may be difficult to move, such as frozen food.

Get estimates from professional movers or from truck rental companies if you are moving yourself.

Once you've selected a mover, discuss insurance, packing, loading and delivery, and the claims procedure.

Sort through your possessions. Decide what you want to keep, what you want to sell and what you wish to donate to charity.

Record serial numbers on electronic equipment, take photos (or video) of all your belongings and create an inventory list.

Change your utilities, including phone, power and water, from your old address to your new address.

Obtain a change of address packet from the post office and send to creditors, magazine subscription offices and catalog vendors.

Discuss tax-deductible moving expenses with your accountant and begin keeping accurate records.

2-4 WEEKS BEFORE MOVING

If you're moving to a new community with school-age children, contact the school district and request information about enrollment.

Make reservations with airlines, hotels and car rental agencies, if needed.

If you are moving yourself, use your inventory list to determine how many boxes you will need.

Begin packing nonessential items.

Arrange for storage, if needed.

If you have items you don't want to pack and move, hold a yard sale.

Get car license, registration and insurance in order.

Transfer your bank accounts to new branch locations. Cancel any direct deposit or automatic payments from your accounts if changing banks.

Make special arrangements to move pets, and consult your veterinarian about ways to make travel comfortable for them.

Have your car checked and serviced for a trip of any length.

Collect items from safe-deposit box if changing banks.

Moving Tips

CONTINUED

2-3 DAYS BEFORE MOVING

Clean out your refrigerator and freezer.

Have movers pack your belongings.

Label each box with the contents and the room where you want it to be delivered.

Arrange payment for the moving company.

Set aside legal documents and valuables that you do not want packed.

Pack clothing and toiletries, along with extra clothes in case the moving company is delayed.

Give your travel itinerary to a close friend or relative so they can reach you as needed.

MOVING DAY: OLD HOME

Pick up the truck as early as possible if you are moving yourself.

Make a list of every item and box loaded on the truck.

Let the mover know how to reach you.

MOVING DAY: NEW HOME

Be on hand at the new home to answer questions and give instructions to the movers.

Check off boxes and items as they come off the truck.

Install new locks.

Confirm that the utilities have been turned on and are ready for use.

Unpack children's toys and find a safe place for them to play.

Examine your goods for damage.

Moving Essentials

- Furniture pads
- Hand truck or dolly
- Packing tape
- Bubble wrap
- Newspaper or packing paper
- Scissors
- Utility knife
- Labels
- Felt-tip markers
- Cornstarch packing peanuts
- Plenty of boxes



All of us at Windermere Real Estate are committed to the principles of Fair Housing practices for all. Fair Housing is a matter of treating all people equally while adhering to federal, state, and local laws.

FAIR HOUSING ISSUES

Many buyers and sellers ask questions about the people who live in a neighborhood. Such questions are outside the scope of our professional practice. Some of them raise Fair Housing issues, and all of them seek subjective judgments rather than objective information.

THE LAW

Federal law prohibits discrimination in a real estate transaction based on race, color, religion, familial status, sex, handicap, and/or national origin, and state laws may prohibit discrimination on other bases, such as sexual orientation, veteran/military status, ancestry, and others.

Buyers: Ask your agent about including a “Neighborhood Review” contingency in your purchase forms to give yourself time to explore the neighborhood before making a final decision.

Sellers: If you receive a bona fide offer on a property, you cannot refuse to sell to or negotiate

with the prospective buyer based on the aforementioned prohibited criteria. You may not falsely represent that the home is no longer for sale, nor can you advertise the home with an indication of preference or limitation on what type of people may purchase it.

Agents are prohibited from “steering” prospective buyers to specific neighborhoods based on the aforementioned criteria. A victim of discrimination may pursue a civil lawsuit or an administrative claim and seek a temporary restraining order, permanent injunction, actual damages, punitive damages, and attorney’s fees.

FURTHER RESOURCES

For more information, explore your local libraries’ resources on census figures in your neighborhood(s) of interest. Local police precinct stations and school districts can also provide statistical information to aid your research. Otherwise, much information is available on the Internet to help you determine which neighborhood best suits your needs.





Puget Sound

Real Estate Rankings

As part of the *Puget Sound Business Journal's Book of Lists*, this highly-respected business publication publishes an annual “Residential Real Estate Firms” list that ranks the region’s top real estate firms. The “Residential Real Estate Firms” rankings are based on residential sales volume in the Puget Sound area, with Windermere reporting nearly double the sales volume of its closest competitor.

Residential Real Estate Firms

The largest in the Puget Sound area. Ranked by residential sales volume for 2021.

1	Windermere Real Estate Seattle, WA windermere.com 2021 Residential Sales Volume Local Brokers	\$28.8 billion 2,705
2	Keller Williams Northwest Region Spokane, WA kwnwr.com* 2021 Residential Sales Volume Local Brokers	\$14.6 billion 3,264
3	John L. Scott Real Estate Bellevue, WA johnlscott.com 2021 Residential Sales Volume Local Brokers	\$11.8 billion 1,705
4	Compass Seattle, WA compass.com/seattle 2021 Residential Sales Volume Local Brokers	\$8.9 billion 764
5	Coldwell Banker Bain Bellevue, WA coldwellbankerbain.com 2021 Residential Sales Volume Local Brokers	\$8.4 billion 1,058

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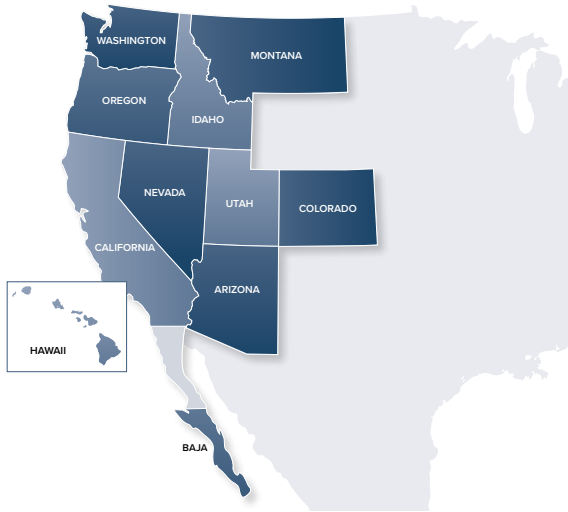
**Puget Sound sales are reported for companies not headquartered in Puget Sound.*



Windermere Real Estate Strength in Numbers



- › Last year, Windermere closed 67,000 home sales for more than \$43 billion in dollar volume, making it the largest regional real estate company in the Western U.S.
- › Windermere has more than 300 offices and 7,000+ agents throughout the Western U.S. and Mexico.



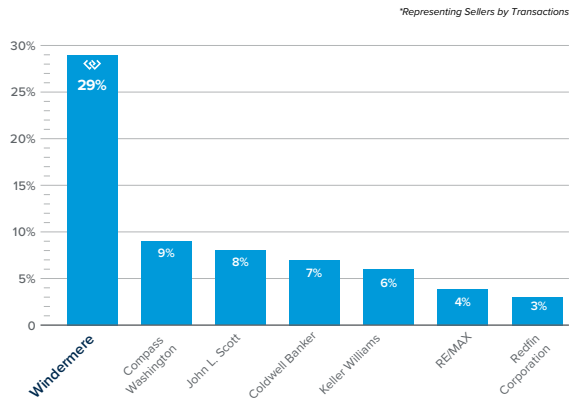
- › Windermere is ranked the largest residential real estate firm in the Puget Sound area by the *Puget Sound Business Journal*, reporting nearly double the sales volume of the next-largest firm.

Residential Real Estate Firms		
The largest in the Puget Sound area, ranked by residential sales volume for 2021.		
1	Windermere Real Estate Seattle, WA windermere.com 2021 Residential Sales Volume Local Brokers	\$29.8 billion 3,706
2	Keller Williams Northwest Region Spokane, WA kw.com/azw 2021 Residential Sales Volume Local Brokers	\$14.6 billion 3,254
3	John L. Scott Real Estate Everett, WA johnlscott.com 2021 Residential Sales Volume Local Brokers	\$1.8 billion 1,736

We published in June 2022 in the Puget Sound Business Journal. Puget Sound sales are reported for companies not headquartered in Puget Sound.

- › With 29 percent of the luxury home market share, Windermere clients benefit from our unique approach to marketing high-end homes both locally and internationally.

GREATER PUGET SOUND REGION \$1,000,000+



- › Windermere brokers who specialize in luxury home sales attend monthly networking meetings where they collaborate and share property listing information with other Windermere brokers who represent clients in the high-end market, producing superior representation and results for clients.
- › Windermere brokers routinely participate in weekly listing tours which give them intimate knowledge of what's on the market, while creating added exposure for Windermere listings.





Setting the Standards

Something you may not know is that Windermere takes its standard of service to its clients very seriously. As members of the National Association of REALTORS®, we agree to abide by a strict code of ethics that is based in professionalism and consumer protection.

To further reinforce our commitment to our clients, Windermere has built upon the REALTOR® code of ethics by establishing what we call our Windermere Standards of Practice outlining how we believe our clients deserve to be treated.

WINDERMERE AGENT EXPECTATIONS

- ▶ Always put the clients' interests first.
- ▶ Be up-to-date on the latest real estate laws and local issues.
- ▶ Do not discriminate against any party based on race, religion, sex or other legally protected classes.
- ▶ Treat you and everyone involved in your transaction with the greatest respect.
- ▶ Follow all MLS rules as well as the NAR code of ethics.
- ▶ Keep you informed promptly and regularly.

In short, our Standards of Practice ensure that Windermere agents hold themselves to an even higher level of competence and accountability. We hope this translates into a more satisfying real estate experience and peace-of-mind for our clients, knowing that doing right by them is our highest priority. If you would like a copy of our Standards of Practice, I would be happy to provide one to you.



Corporate Philanthropists We're in Good Company

The Puget Sound Business Journal publishes an annual “Corporate Philanthropists” list ranking the region’s top 25 companies by cash giving in Washington State. In the 2022 list, the Windermere Foundation climbed six places from the previous year to become 15th among the largest corporate philanthropists in this region, with cash contributions of more than \$2.54 million. We’re very proud of this accomplishment and to stand alongside other reputable companies such as Amazon, Microsoft Corp., The Boeing Company, Albertsons Cos., and JPMorgan Chase.

We couldn’t have done it without our generous agents whose donations fund the Windermere Foundation.

Corporate Philanthropists

Ranked by cash giving in Washington in 2022 (Company Revenues exceeding \$500M)

1	Amazon.com Inc. Seattle, WA	\$78.00M	11	Alaska Air Group SeaTac, WA	\$5.13M
2	Microsoft Corp Redmond, WA	\$61.21M	12	T-Mobile US Inc. Bellevue, WA	\$3.54M
3	The Boeing Company Seattle, WA	\$17.95M	13	PACCAR, Inc. Bellevue, WA	\$3.40M
4	Albertsons Cos. Bellevue, WA	\$14.19M	14	Nordstrom, Inc. Seattle, WA	\$3.00M
5	JPMorgan Chase & Co. Seattle, WA	\$10.63M	15	Windermere Foundation Seattle, WA	\$2.54M
6	Costco Wholesale Corp Issaquah, WA	\$10.00M	16	Bank of America Seattle, WA	\$2.50M
7	BECU Tukwila, WA	\$8.53M	17	Umpqua Bank Tacoma, WA	\$2.46M
8	Kaiser Permanente Renton, WA	\$7.55M	18	Avista Corp. Spokane, WA	\$2.01M
9	Delta Dental of Washington Seattle, WA	\$7.42M	19	Bristol Meyers Squib Seattle, WA	\$1.91M
10	Comcast Washington Everett, WA	\$6.00M	20	Regence BlueShield Seattle, WA	\$1.63M

*As published on May 18, 2023 in the Puget Sound Business Journal.





YOUR HOME SALE FURTHERS THE IMPORTANT WORK OF THE WINDERMERE FOUNDATION

When your property sale closes, we'll donate a portion of our commission to the Windermere Foundation, which is committed to making our communities a better place to live for our most disadvantaged neighbors. Housing is our business, so helping homeless and low-income families – with an emphasis on helping children – has been our way of giving back. Over the years the foundation has donated tens of millions of dollars to cover families' housing costs, help stave off evictions, and fund backpacks full of food so school kids don't go hungry on weekends.

For almost 50 years, Windermere has been our region's most recognized real estate brand and a respected philanthropic leader. We remain deeply rooted in our local neighborhoods and committed to keeping the region a place where everyone can have a home.

FUNDS PROVIDED IN 2023

\$3,769,294

FUNDS PROVIDED IN 2022

35+

YEARS

\$53M+

GIVEN TO NON-PROFITS

893

GRANTS FULFILLED

\$3,418

AVERAGE GRANT

607

ORGANIZATIONS SUPPORT

Since 1989, more than \$53 Million has been raised by the Windermere Foundation and has allowed us to support non-profit organizations dedicated to helping low-income and unhoused families.



- EMERGENCY ASSISTANCE _____ **24%**
- YOUTH/CHILD PROGRAMS _____ **24%**
- FUNDRAISING EXPENSES _____ **15%**
- FOOD SUPPORT _____ **12%**
- SHELTER _____ **9%**
- EDUCATION/COUNSELING _____ **5%**
- ADMINISTRATIVE EXPENSES _____ **4%**
- SCHOLARSHIPS _____ **4%**
- SCHOOL ASSISTANCE _____ **3%**

“

The greatness of a community is most accurately measured by the compassionate actions of its members.”

CORETTA SCOTT KING

2023 RECIPIENTS of Office Funds



FOUNDATION

- Graham Hill Elementary
- Humble Design
- Rainier Beach High School
- Rainier Valley Food Bank
- Rising Star Elementary
- Wellspring Family Services
- Alliance For Education Move-A-Thon
- Benefits Law Center
- Seattle/King County Coalition On Homelessness
- Dunlap Elementary
- Gender Justice League
- Franklin High School
- Mount Baker Community Club - MLK Jr Scholarship
- Southeast Youth and Family Services
- African Housing and Development
- Dearborn Park Elementary

FOUNDATION TOTAL = \$43,750



RAINIER VALLEY FOOD BANK
Nourish. Empower. Serve.



HUMBLE DESIGN
togetherness to end homelessness



Seattle/King County
Coalition on Homelessness
HOMELESSINFO.ORG



SouthEast Seattle Senior Center
Vibrant Diverse Caring

CARES

- Gen Pride
- Community Passageways
- Personal In The Community
- The Feels
- Camp Lucy George Pocock Rowing
- Southeast Seattle Senior Center
- Foster Care Book
- Riverton Church For Refugees
- Level The Field

CARES TOTAL = \$11,895

OFFICE

- Team Read
- Arts Corps
- Orca PTSA
- Rainier District Little League
- Community Shredding/Recycling
- Seattle Parks Foundation
- City Art Farm
- Justice And Soul
- Seed Arts
- CVC Legacy Shunpike
- Wellspring
- Within Reach
- College Success Foundation
- Windermere Foundation

OFFICE TOTAL = \$15,058

OFFICE GIVING 2023 TOTAL = \$70,703



WINDERMERE Foundation

Resource List

MOVERS

Adam's Moving Services
(206) 251-1725
adamsmovingservice.com

JVA Movers
(253) 856-3056
academymovers.org/moving

Bigfoot Moving Service
(206) 696-6837
bigfoot-moving-service-llc.business.site

A1 Piano Movers
(425) 951-0188
a-1pianos.com/piano-moving-seattle

HOME INSPECTIONS

Key Inspection Services
(206) 290-9498
officeteam@keyinspectionsservices.com

Thurston McMurray
Madrona Inspection Services
(206) 992-5015
madronainspections@gmail.com

Brandal Gehr
Vi Home Inspections
(206) 227-2086
brandal@viinspections.com

SEWER INSPECTIONS

Todd Vecchio
Sound Sewer Inspection
(206) 619-9990
todd@soundsewerinspection.com

Rick & Trina Delamare
Hydro Physics
(425) 775-8445
wa.hydro.physics@gmail.com



What our clients are saying

Mollie and Mark were so great to work with! We moved to WA from CO and they both were so helpful even before we got to WA. They have lots of great tips, advice and full of information! They really care about their clients and making sure they are taken care of while getting what they need/want in a house! They are very responsive with emails and phone calls and always willing to help out where they can! I would highly recommend them as your realtors! They are a great team and would/will work with them again!

- AO, Puyallup

Mollie seemingly effortlessly helped me complete a complicated land sale. She worked with multiple partners to successfully meet a long list of exceptions and helped me complete a task I had been delaying because I didn't know how I would figure it out. I should have asked for her help so much sooner! Mollie was great, just great.

- HB, Seattle

We had an excellent experience working with Mollie for our home purchase. Highlights included: -Professional: Mollie was clear, organized, and prompt communication to both us and all parties involved in the transaction. -Personable: This was our first home buying experience, and Mollie educated us throughout the process, providing buyer tools to help guide us and make the best decisions. -Teamwork - Mollie and Mark had complementary skill sets- a dynamic duo! They helped us with strategy and to refine our search criteria, encouraging us to think broader than our initial thinking. We felt part of a team and supported. -Negotiation: Within a few hours of seeing our home, Mollie had analyzed market comps and presented a sound negotiation strategy for our offer. We felt reassured by Mollie's logic and sense of market trends. -Mollie went above and beyond to help us identify the best option for our requirements. -Closing went smoothly, and Mollie effectively checked in throughout the closing process and connected with all parties to move things along. Overall, we highly recommend working with Mollie and team!

- DG, Seattle

Mollie and Mark are an excellent duo to work with. We used them as our Buyer's broker. Their complementary skill/knowledge set was highly useful, especially since we had a lot of questions around costs to upgrade/build/repair. Highly professional, knowledgeable, prompt, and easy to work with. As a first time home buyer they really made the process as seamless as possible. They always had our backs and our best interests in mind. We met Mollie a year ago at a random open house she was helping out at. From that initial interaction we could tell she was well informed with the local market and a warm personality to match. She was patient with us (we looked at a lot of homes) and gave us a lot of additional insight during our viewings that we wouldn't have considered - it really helped us make some informed decisions on what we really cared about and what things we should try to avoid/be cautious about. We never had any communications issues and they were always quick to address any questions we had and provided us with sound insights/opinions. When we were ready to extend an offer they guided us through the process, explained all the contract details/contingencies, and helped us with offer/negotiation strategy. They also kept tabs on everything during the close process to ensure everything was completed by the deadline. We would highly recommend to anyone looking to purchase a home!

- SW, Seattle

Over a lifetime of buying and selling homes, I can say that Mollie sets an example of the best of her profession! She is sympathetic, diligent, and detail-conscious. She did a magnificent job in what is a very difficult climate. I highly recommend Mollie!

- RE, Seattle



**Selling a home isn't always
a walk in the park.**

We just want it to feel like one.



All in, for you.

We Look Forward to Working With You

THROUGHOUT YOUR TRANSACTION OUR ROLE IS TO ADVOCATE FOR YOU AND OUR GOAL IS TO GIVE YOU AN OUTSTANDING CLIENT EXPERIENCE.

We'll work tirelessly to educate and advise you about the current real estate market and how its conditions might influence the sale of the homes. When the time is right, we'll help you prepare the homes to appeal to its best, most qualified prospective buyers. And, once you've received an offer (or offers), we will negotiate the critical and contractual components of the transaction and deliver creative solutions to whatever challenges may arise.



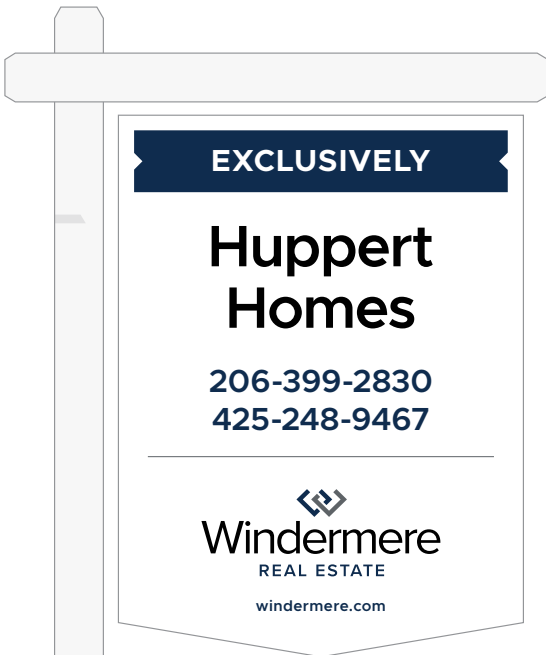
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