

# EXCLUSIVE SERVICES

FOR SELLERS



TYLER STAPLES  
GROUP

The Care You Want ... The Expertise You Need



**TYLER STAPLES**

Team Lead,  
Tyler Staples Real Estate Group

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# MEET TYLER

Tyler Staples | Luxury Real Estate Specialist



Born and raised on the Eastside, Tyler Staples is dedicated to helping his clients make the most of life in the PNW. Tyler brings the utmost sensitivity and insight to each transaction, allowing his buyers and sellers to explore all of their options without ever pressuring them to take a certain path. As a father himself, Tyler knows how important it is for families to have a place to call home, and he takes his role as a guide and counselor in the real estate journey very seriously.

Not only does Tyler take the time to connect with each of his clients on a personal level, he's also well-equipped to assist house flippers, investors and those interested in multi-family investments or buying an Airbnb property. With a background in construction and remodeling, along with experience owning an Airbnb, Tyler can help potential investors and buyers avoid common problems with rental properties while making the most of their potential. Additionally, as a lifelong Washingtonian, Tyler is

deeply familiar with the various regions of our state and especially enjoys helping clients in search of a second home in the mountains or elsewhere.

For his sellers, Tyler provides unmatched home evaluations, staging, pricing and market data. Driven by his desire to help others, Tyler is eager to jump in where he can to make the sale easier, from connecting you with local contractors and vendors to simply offering a listening ear when needed. Tyler is an excellent marketer, and his connections to the local real estate market mean he knows exactly how and where to reach buyers - speeding up your sale and ensuring you get the best price on your property in the long run.

In his free time, Tyler loves spending time with his wife and their six kids, skiing, biking, and doing anything that gets him outdoors. He's also a licensed pilot and loves occasionally flying Windermere's company plane.

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Having sold (and bought) numerous homes Tyler is the best Realtor we have dealt with. Highly recommended!

**BILL FOWLER, ISSAQUAH**





# FIVE POINTS OF VALUE

1

## ENHANCE HOME VALUE

We'll walk through your property together and I'll show you ways to enhance the value so you get top dollar.

2

## PRICING STRATEGY

I'll help you with a pricing strategy - not pricing too high so you scare buyers away, or too low so you leave money on the table.

3

## MAXIMUM EXPOSURE

My marketing plan will give you maximum exposure so we attract more buyers and more contracts. The more buyers and contacts you have, the higher your property will sell.

4

## NEGOTIATE THE BEST CONTRACT

I'll help you negotiate the best contract. Negotiation is an important skill in any market.

5

## TRANSACTION MANAGER

I am your transaction manager. There are a lot of moving parts. My job is to handle those parts so your contract closes on time.

# THE SELLING PROCESS

## FROM FOR SALE...TO SOLD!

When you decide to sell your home, the goal is to get the best price and the most favorable terms in a timeframe that meets your needs. That's why many sellers choose to work with a full-service, licensed real estate professional, like myself.

From effective pricing and marketing to making sure the closing process runs smoothly, I provide expert representation and support every step of the way. Exceptional service is the key to a successful transaction and ultimately a happy, satisfied seller. Detailed marketing plans are tailored to my clients' specific needs. That being said, below is an overview of what you can expect when working with me:

### 1: INITIAL MEETING

If you are considering selling, please contact me at least one month ahead of time if not more so if possible. This will allow me to not only come by and see the home to evaluate where your home might be in relation to the current market, but also to consult with you regarding buyer expectations regarding curb appeal, design standards, and suggestions for increasing your bottom line. Don't get overwhelmed! I have a lot of resources I can help you with from landscaping to small projects requiring a handyperson.

During that initial meeting, I will also ask you a number of questions about the home — what you have remodeled, everything you love about it, dislike and even its quirks. I will take extensive notes during that walk through to help me find "listing dollars" — or those amenities that are in demand by buyers which will add value to your home.



### 2: PRICING

Armed with the information I gathered during our Initial Meeting, I will do extensive pricing research. In my opinion, pricing a property involves much more than simply looking at recent sales in today's market (done via a Comparative Market Analysis — CMA). I look at a number of other resources including Realist, the MLS, CityData, evaluating current supply and demand for your type of home. I look at days on market to determine how fast the market is moving as well as researching how fast current inventory is being "absorbed" or purchased by the market. I also consult with other agents in my office who have had recent sales in the area to get their opinion on the range I propose.

At that point, I will meet again with you and will share what I have found out about the real estate market on that very local scale and the measured demand for your type of home. We will discuss things like your timeline and financial goals and I will work with you to determine a price that is in line with your goals and the market.

### 3: CLIENT CALENDAR

As we are preparing for the home selling process, one of the resources I create for my clients is a 'Client Calendar'. This resource will enable us to keep track of what is scheduled and upcoming while we prepare to sell, all the way to mutual acceptance and closing. Some dates may change through the process, dates are not solidified or guaranteed but more of a goal on keeping track and closing in a timely manner.

### PATH TO LISTING CALENDAR

Sunday	Monday	Tuesday	Wednesday	Friday	Saturday	Sunday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



### 4: STAGING AND MERCHANDISING

One of my points of difference is bringing a stager in to evaluate your home through the eyes of potential buyers. Research shows that merchandising a home to appeal to the potential market for that home is a sure-fire way to "wow" those buyers. I provide a one-hour staging consultation. We will discuss the staging options for your home once the consultant has provided recommendations.

### 5: PROFESSIONAL PHOTOGRAPHY

People are visual. If buyers encounter your home online before seeing it live, photography is the most important part of enticing them to schedule a tour with their agent. I always use professional, high-definition photography as, in my experience, that is what it takes to create the most traffic and attract the most buyers to schedule a live visit.

I also create virtual tours which create an experience for the potential buyer as they view your home online.







## 6: ONLINE MARKETING

According to the National Association of REALTORS®, 92% of all buyers search for homes online. The goal is to get those buyers interested in taking a closer look at your home information appears on the different websites where buyers may be searching. This is called "listing syndication".

## 7: PRINT MARKETING

Although online marketing is critical, buyers still want, and expect, print material available when they come for a tour. I provide a number of different tools for potential buyers to evaluate your home:

- I create beautiful house flyers, put "silent talkers" up to point out all the amenities not visible to the naked eye such as high efficiency furnaces, built in vacuum systems or radiant floor heating,
- I have a Home Book created through the title company which includes tax and lot information, easement information, sales history and more.
- In addition to this, I create a "Just Listed" notification that I send out to either the neighbors or an area of potential "move-up" buyers — whichever will create the most traffic.
- I also have a marketing listing checklist which includes a number of additional tasks I undertake on your behalf, all designed to get your listing sold.



## 8: OPEN HOUSES

Open Houses are a great way to direct traffic to your listing. I schedule open houses throughout the time your home is listed and have a robust set of materials I bring with me to provide the information that potential buyers want to know about your home and to show the value.

# LISTING PACKAGES

## **SELLER PLATINUM SERVICES PACKAGE. 7%**

- Pre-Inspection and resale certificate if applicable
- Full Professional Staging
- Home cleaning before and after moving out
- Exterior/Interior window cleaning
- High-definition photographer
- Public Open houses
- Virtual Marketing Plan
- Home warranty during listing
- Windermere will provide up to \$50,000 for listing prep expenses
- Coordinate with my team of contractors to complete desired updates/finish work
- Lawn and yard clean up services including pressure washing
- Matterport Home tour video and website
- Roof cleaning and inspection if needed
- Complimentary arrangement for accommodations during listing weekend

## **SELLER GOLD SERVICES PACKAGE 6%**

- Pre-Inspection and resale certificate if applicable
- Full Professional Staging
- Home cleaning before and after moving out
- Interior/Exterior window cleaning
- High-definition photographer
- Public Open houses
- Virtual Marketing Plan
- Home warranty during listing
- Windermere will provide up to \$50,000 for listing prep expenses
- Coordinate with my team of contractors to complete desired updates/finish work

## **REPEAT SERVICES 15%-OFF**

If you agree to use me to help you purchase a home within six months of selling your current home, then I will credit you 15% of my gross commission from the sale of the second home.

# HOW I'M COMPENSTATED

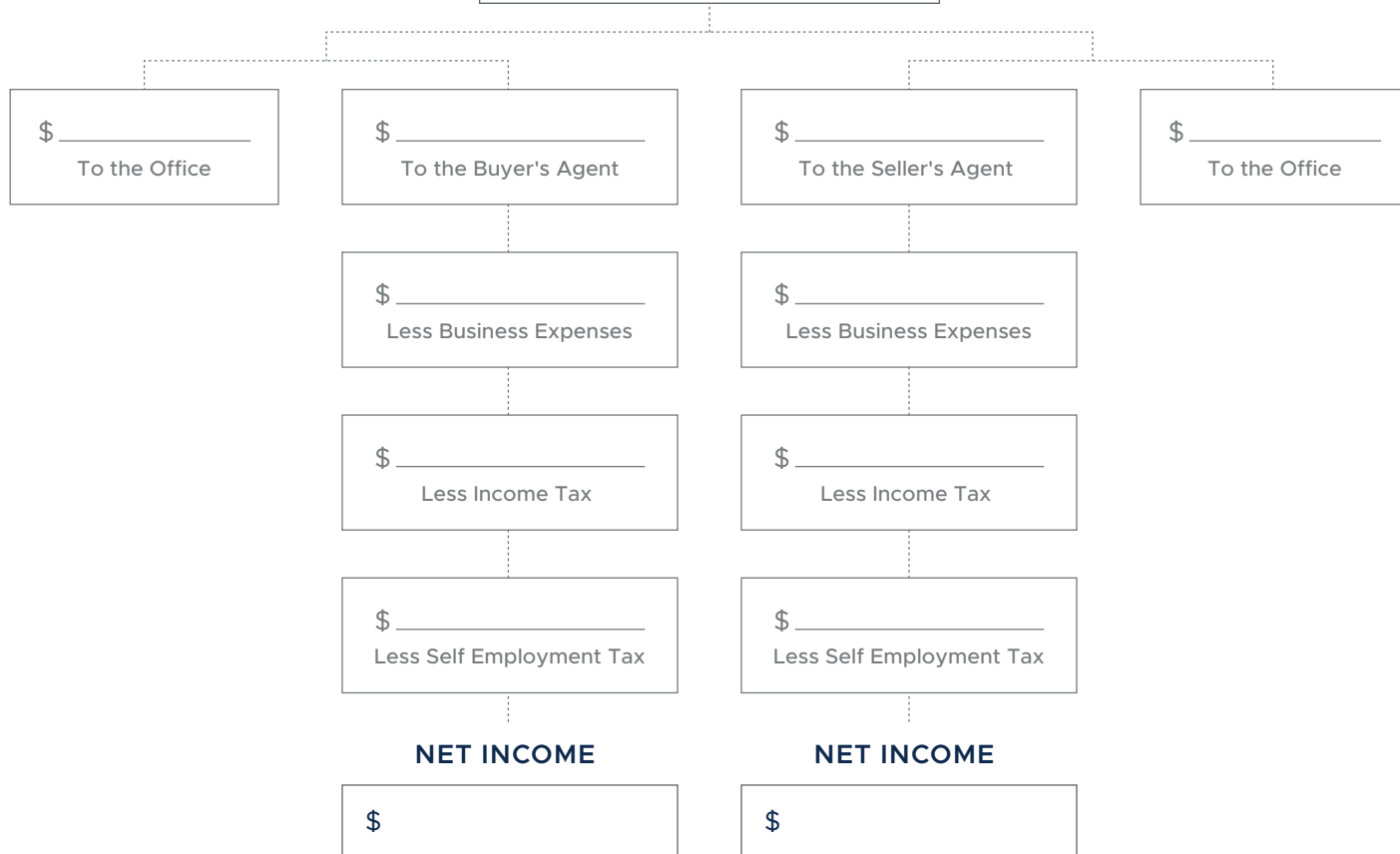
As an independent contractor, I'm paid by commission only after a sale is complete. Therefore, helping you sell a home is my top priority. I retain only a portion of the total commission, minus my business expenses.

**IF THE SALES PRICE IS**

\$ \_\_\_\_\_

**THE TOTAL COMMISSION IS**

\$ \_\_\_\_\_



\* 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.



# LISTING TIMELINE

I'll 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

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### 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 / de-cluttering 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 WEEKS TO LIST

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

## LISTED

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### 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

# 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, I recommend making some basic repairs before we list it. I'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 de-clutter 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, I'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 \$100,000 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

WINDERMERE   
**READY**



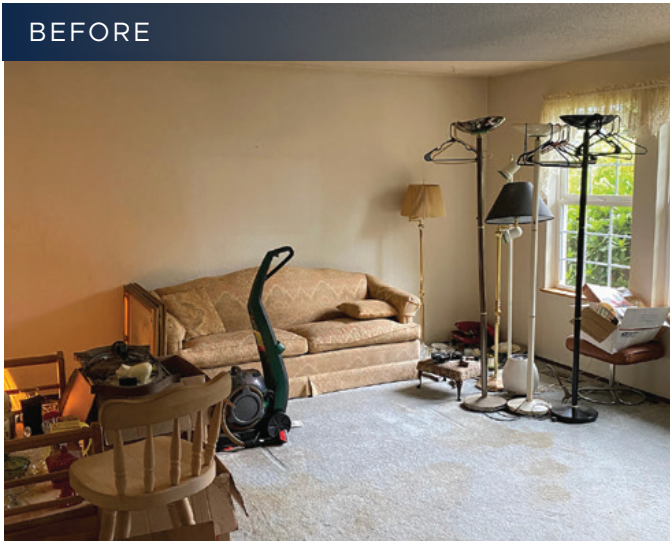
BEFORE



AFTER



BEFORE



AFTER



BEFORE

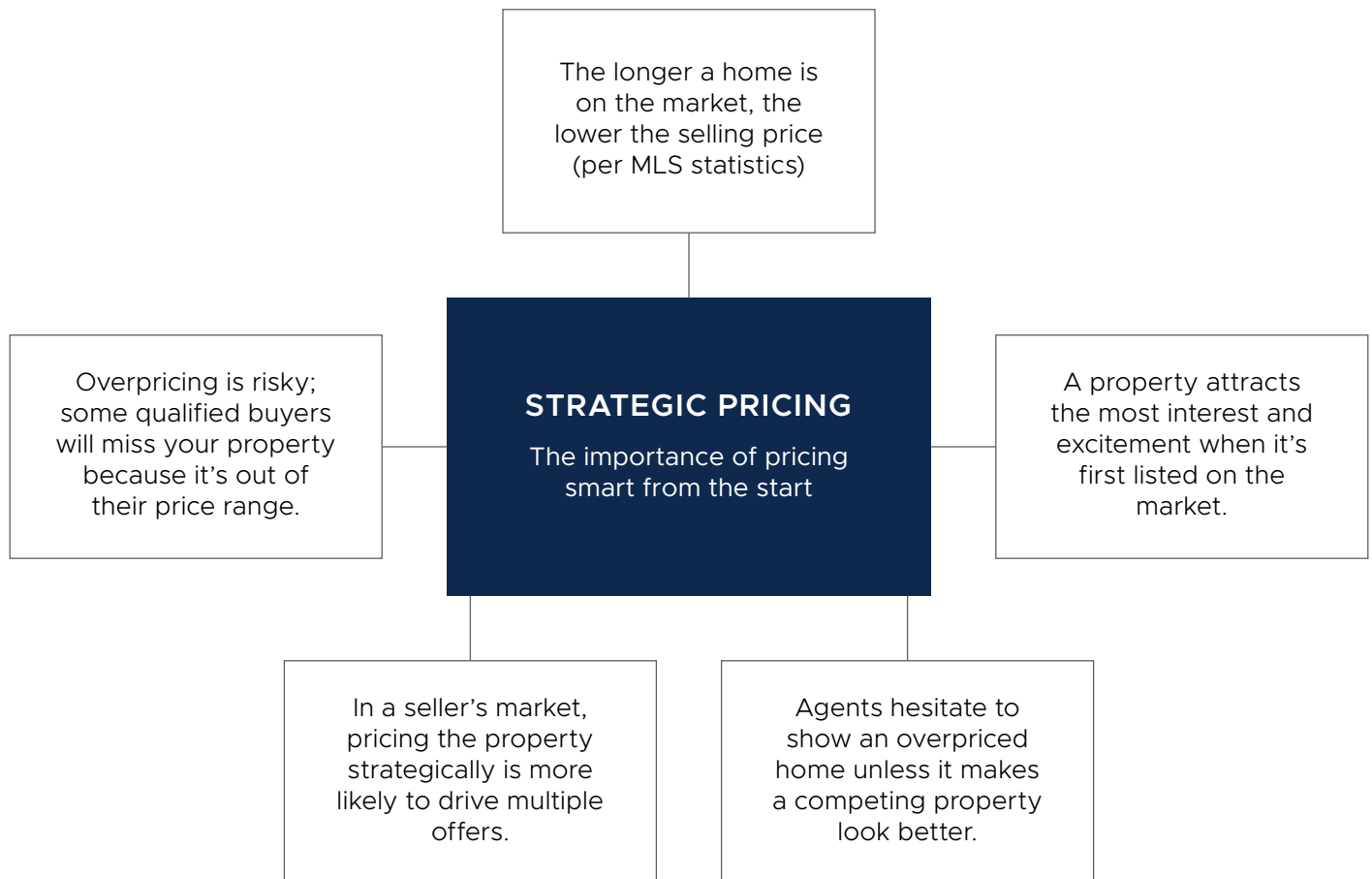


AFTER



# INTELLIGENT PRICING + STRATEGY

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





## MARKET ANALYSIS AND PRICING STRATEGY

Before listing your property, I'll provide you with the latest sales data for your area and a review of the current competitive landscape. My 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 I 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)



# 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.



# PROFESSIONAL PHOTOGRAPHY



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The old adage says, "A picture is worth a thousand words." There is a reason that some adages become old ... because they are so true.

Statistically we know that 97 percent of buyers use the Internet during their home search, and 89 percent of them cite photos as a "very useful" aspect of their online search\*. If they don't like what they see, many potential buyers won't bother to see your home in person.

In order to make the best first impression, we display only professional photography that will appeal to as many buyers as possible.

Professional photographers have the lighting, equipment, and know-how to showcase your home's most flattering aspects.

This helps your home stand out from the competition, increasing buyer interest and potentially your final sales price.

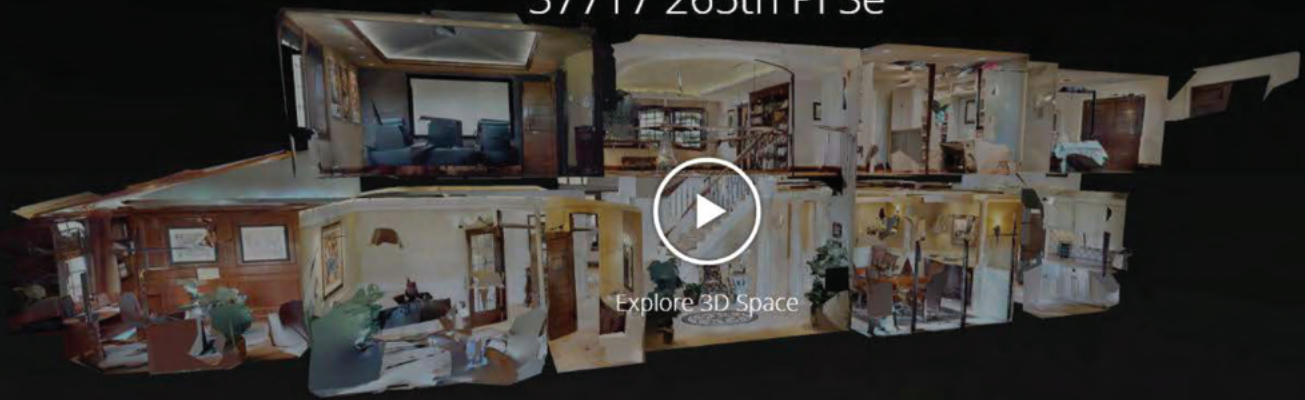
\* National Association of REALTORS® 2020 Profile of Home Buyers and Sellers



# 3D PROPERTY SCAN

360 WALKTHROUGH

37717 265th Pl Se



Explore 3D Space

POWERED BY  
matterport

# OPEN HOUSES



One powerful way to create traffic and exposure for your home is by holding open houses. Fifty-three percent of buyers describe open houses as an important information source when looking for a home.\*

The more people that see your home, the faster it will likely sell, and open houses help achieve that goal. They also allow me to answer any questions about the home or neighborhood while I'm face-to-face with potential buyers. Neighbors also love to attend open houses, which can lead to increase word of mouth and greater exposure.

Furthermore, open houses allow me to hear feedback directly from buyers and agents, which can be valuable in gauging interest and addressing concerns for future showings. All in all, open houses are an important tool in getting your home sold quickly and at the best price.

## BENEFITS

- YOU CHOOSE THE TIMING
- AGENT IS PRESENT THE ENTIRE TIME
- GREATER EXPOSURE FOR YOUR HOME
- OPPORTUNITY TO ANSWER BUYER QUESTIONS
- CREATES NEIGHBORHOOD "BUZZ"
- GATHER VALUABLE FEEDBACK

\* National Association of REALTORS® 2020 Profile of Home Buyers and Sellers

# HOW SELLERS BENEFIT FROM A HOME WARRANTY



One way to help your home sell as quickly as possible and at the best price is to add a home warranty to your listing. This mitigates the risk of unexpected costs for buyers, and shows that you stand behind your home. Windermere partners with America's Preferred Home Warranty, to provide you with unparalleled coverage and benefits

## **A COMPETITIVE ADVANTAGE**

There is risk in purchasing any previously lived-in home with it "used" appliances and home systems. A home warranty provides buyers with peace of mind that they will be protected if anything breaks down, making your home more attractive than others without such protections.

## **GREATER CHANCES OF A BETTER OFFER**

Studies show that homes listed with a home warranty generally sell for more money.

## **FEWER POST-SALE HEADACHES**

If an appliance or home system malfunctions after the buyer has moved in, you won't be the one to receive a call.

## **POST-SALE LEGAL PROTECTION**

If you add a warranty from America's Preferred Home Warranty when you first list your home, you will receive their LISTSECURE® coverage at no additional cost. This provides you with two years of additional legal protection, up to \$1,000. (Terms and conditions apply.)

## **NO COSTS UNTIL YOU SELL**

Home warranty coverage from America's Preferred Home Warranty is free for the length of your listing and does not expire. You don't pay until your home sells.



A home warranty can help you sell your home faster and more easily. If you'd like to learn more, ask your agent.



# THE PREMIER PROGRAM FOR LUXURY PROPERTIES



The Premier Properties™ program focuses on accomplishing our mutual objectives: professionally marketing your property to qualified buyers and selling it at the best possible price.



- TARGETED ADVERTISING THAT REACHES AN AFFLUENT AUDIENCE
- ENHANCED ONLINE PRESENCE ON WINDERMERE.COM
- NETWORKING OPPORTUNITIES WITH AGENTS REPRESENTING CLIENTS IN HIGH-END MARKETS
- SPECIALIZED SIGNAGE TO SET YOUR HOME APART
- ELEGANT DIRECT MARKETING MATERIALS
- INTERNATIONAL EXPOSURE

# MARKETING YOUR HOME TO THE WORLD

REACHING LUXURY BUYERS AROUND THE CORNER AND ACROSS THE GLOBE



Windermere and I belong to Luxury Portfolio International® (LPI), a worldwide network of luxury brokers. Through LPI, I can promote my luxury listings to a global audience of affluent buyers. Each year, LPI 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 my local luxury listings to a sought-after worldwide network of buyers and agents.

Windermere's luxury listings are promoted to international buyers on websites such as [LuxuryPortfolio.com](http://LuxuryPortfolio.com), [WallStreetJournal.com](http://WallStreetJournal.com), [MansionGlobal.com](http://MansionGlobal.com), [Juwai.com](http://Juwai.com) and [Waijule.com](http://Waijule.com).

Through these sites your property will be marketed to high-net-worth home buyers around the world.



外居乐 [waijule.com](http://waijule.com)

MANSION GLOBAL

THE WALL STREET  
JOURNAL.





# SHOWING YOUR HOME

Once your home is ready to show, I'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.





# KEEPING YOU INFORMED



Good communication is key to a successful working relationship. I am committed to keeping you up-to-date on the events surrounding the sale of your home. This will enable you to make informed, timely decisions based on the continuing flow of information.

## YOU CAN EXPECT

- MARKET ACTIVITY UPDATES
- FEEDBACK FROM AGENTS THAT TOUR YOUR PROPERTY
- INFORMATION FROM AGENTS WORKING WITH QUALIFIED BUYERS
- OPEN HOUSE ATTENDEE FEEDBACK

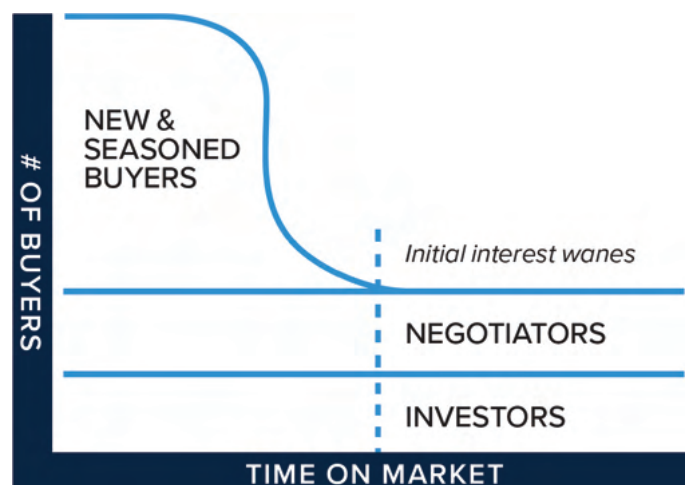
# CAPITALIZING ON THE FIRST OFFER



When selling your home, it's tempting to pass up the first offer from a potential buyer in hopes that higher offers may come. But the first offer can often be the best offer a seller receives, so it's wise not to take it for granted. This chart illustrates the reasons why this typically occurs.

## OVERPRICING AND INACTION LEAD TO DIMINISHING RETURNS

NEW BUYERS	<ul style="list-style-type: none"><li>• Fresh and excited</li><li>• Focused on value vs. price</li></ul>
SEASONED BUYERS	<ul style="list-style-type: none"><li>• Seen it all, experienced, BUYERS very particular</li><li>• Focused on value vs. price</li></ul>
NEGOTIATORS	<ul style="list-style-type: none"><li>• Focused on price</li><li>• Want to negotiate</li></ul>
INVESTORS	<ul style="list-style-type: none"><li>• Drawn to phrases: "Just reduced", "Must sell"</li><li>• Looking to build/maximize property ROI</li><li>• Strong negotiators</li></ul>



\*Overpricing can occur in any real estate market and doing so will lead to diminishing returns

# PURCHASE AND SALE AGREEMENT

Once we've found a buyer for your home, I'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:**

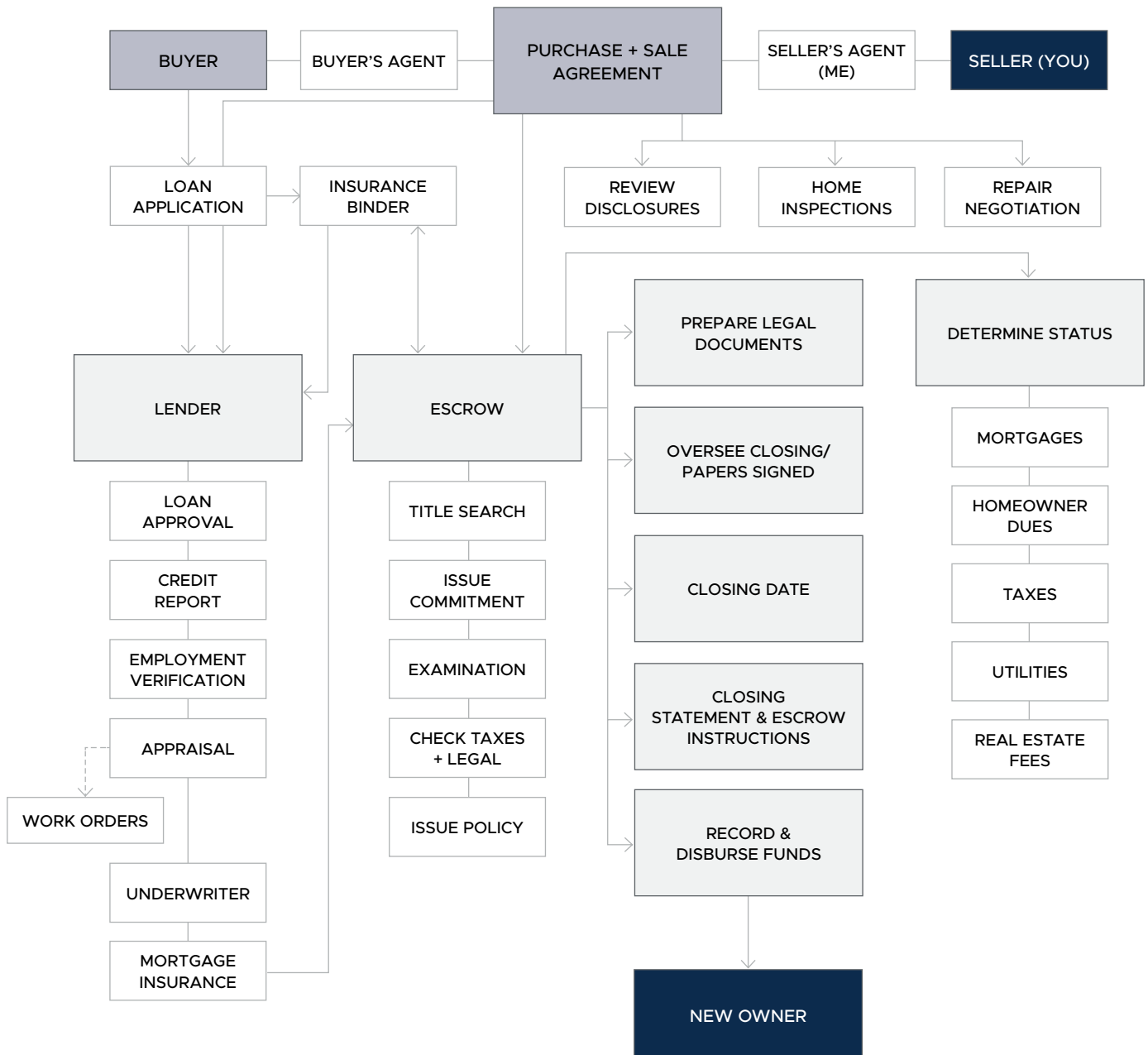
- Agency disclosure form
- Property disclosure form





# THE PATH TO CLOSING

Once you accept an offer, you'll formally begin the process of closing. This period typically takes several weeks, and entails the opening of escrow for the sale, performing inspections and transferring the title and deed of the house to the buyer. It's a complicated process with many moving parts, but I will help manage the details and advocate for your interests.



# SETTLEMENT AND 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

# 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 schoolage 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.



## 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 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

### 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.

# WHY WINDERMERE

To me, the choice to affiliate my business with Windermere is a no-brainer. We have the largest regional network with the best real estate minds.

We also have local owners focused on our local communities and not on growing a giant national footprint or pleasing distant shareholders.

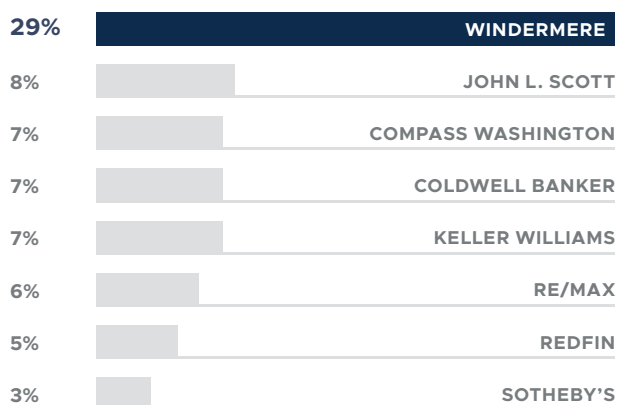
## 3X

HIGHER \$ VOLUME OF LISTINGS SOLD BY WINDERMERE THAN BY THE #2 FIRM

## \$17B

WINDERMERE'S ANNUAL PROPERTY SALES IN KING COUNTY BY \$ VOLUME

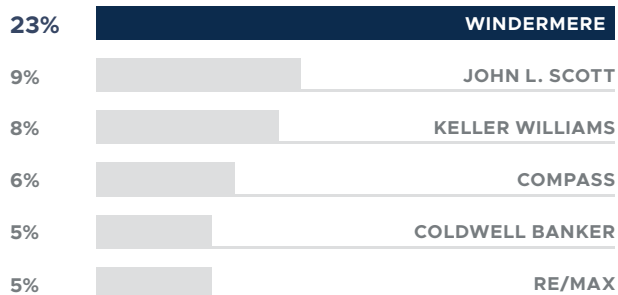
## SELLERS REPRESENTED BY WINDERMERE ARE MORE LIKELY TO RECEIVE MULTIPLE OFFERS\*



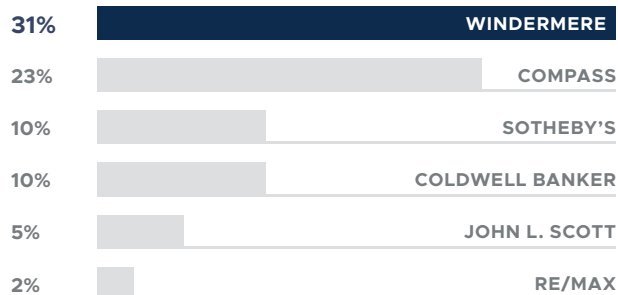
At Windermere, our sellers increase their odds of receiving multiple offers and maximizing their sale price because:

- We understand which home improvements and preparation strategies will make each home stand above its competition
- We enhance the buyer experience by utilizing stunning photography and staging and by offering a seller-provided inspection report
- Knowing that Windermere listings are market ready, priced accurately, aptly compensated and professionally represented, other brokers in our region know to bring their strongest offers

## WINDERMERE IS PERENNIALY #1 IN SALES OF SINGLE FAMILY HOMES\*\*



## WINDERMERE LEADS THE MARKET IN LISTING LUXURY HOMES\*\*\*



\*Multiple offers are factored based on home sales that close above list price. Market share data reflects sales of Seattle and Eastside single family homes over a recent 12 month period. Information gathered from but not verified by NWMLS. \*\*Source: Trendgraphix. Data reflects King County listing-side sales of all property types over a recent 12 month period. \*\*\*Source: Trendgraphix. Data reflects King County homes sold for \$2.5M and above over a recent 12 month period.

# WHAT MY CLIENTS ARE SAYING

"I can't say enough good things about Tyler. He provides detailed information on the market before listing, his presentation material is very high quality, he contracts with excellent people to prepare the house and he puts in a significant amount of his own time. He even came over and helped pick up some broken glass from a car accident that happened in front of my property! I'd highly recommend Tyler!"

– **Jennifer Rubenstein**

"Tyler Staples has helped us purchase AND sell a home now. Tyler's knowledge and expertise of the area, and the details pertaining to both buying and selling, is extensive and unmatched. Tyler guided us every step of the way through our recent home sale and following his recommendations allowed us to sell at a great time (different than the time we planned to sell originally when discussing options without him) and with the appropriate home improvements to make our home more valuable."

– **Ashley Kowallis**

"Tyler had a ready list of contractors to help with home preparation and understood our desire to hand-off a home of which we were very proud. He also personally took care of a couple of minor repairs to allow us to focus on our move to our new home. He acted with integrity and a sharp eye on the market. He understood and supported our winwin approach."

– **Bill Fowler**

"Tyler did a terrific job as listing agent and was there for us every step of the process. He went over and out of his way to make sure we understood everything going on and were comfortable with our listing, selling, right up to and past closing. Tyler was hands on to assist us in preparing our home for listing even providing names and contacting professionals when needed. In addition to everything Tyler provided he gave us professional honest service that we could trust 100% and came away extremely satisfied. Highest recommendation."

– **Sheri Green**

"Tyler was amazing. He made the selling process as easy and streamlined as it is possible for it to be. He handled most of the preparation process including scheduling cleaning, repairing, painting, and staging. He anticipated all our needs and answered all our questions. I felt like we were in the most capable and professional hands the whole time. There is no area in which Tyler did not exceed my expectations!"

– **Rachael Rose**



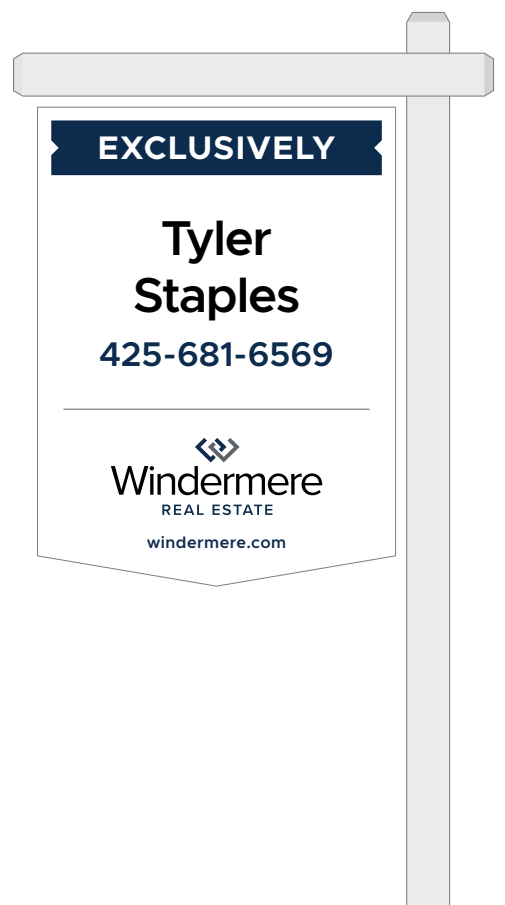


# I LOOK FORWARD TO WORKING WITH YOU

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

I'll work tirelessly to educate and advise you about the current real estate market and how its conditions might influence the sale of your home. When the time is right, I'll help you prepare your home to appeal to its best, most qualified prospective buyers.

And, once you've received an offer (or offers), I'll negotiate the critical and contractual components of the transaction and deliver creative solutions to whatever challenges may arise.





**TYLER STAPLES / TEAM LEAD**

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