



JOHNSON & WALKER

Real estate consultants for the people of Seattle

BUYERS GUIDE



YOU BEGIN WITH A VISION, WE FACILITATE THE DREAM



When it comes to buying your home, the entire process can be incredibly confusing. Often, it's the dreaming of moving into a home, making it your own, and building a life that serves as the drive behind the desire for home ownership. But figuring out how to take the right first step can be daunting. With Johnson & Walker, your dream of home ownership can become a reality.

By breaking down the home buying experience into a simple step-by-step process, we can ensure that your home buying experience will be smooth and stress free — and an experience you can enjoy!

The key to success is surrounding yourself with the right team for the job. Let's take the first step, and get started . . .





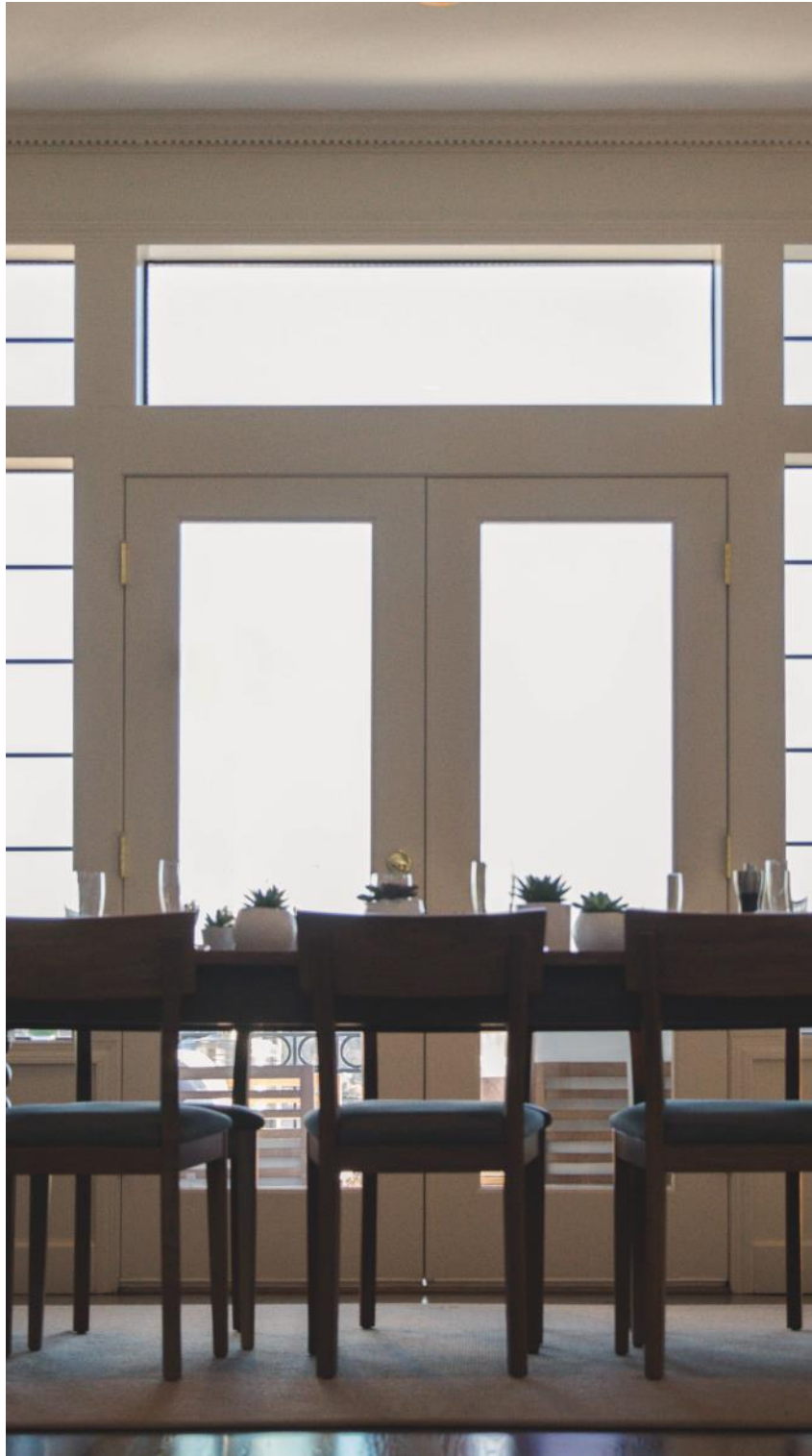
STEP 1: INTAKE

In our first meeting we will take some time to learn all about what you envision your **IDEAL HOME** is. You may not know initially what this looks like but don't worry. Our process includes brainstorming your wants, your needs, your must-haves, and your deal breakers. As we discover what this home could look like for you, we will put together a custom plan of action for achieving your goals.



STEP 2: FINANCING

Gaining **LOAN APPROVAL** guides our search parameters and lets sellers know you are serious about purchasing a home. If you don't already have a relationship with a lender, we will provide you with a few options. Regardless of whom you choose, we will ask that you pick a lender who has been recommended to you by someone you trust. Having an experienced financial advocate in your pocket will ensure that you will close on time without any last minute surprises.





STEP 3: EDUCATION DAY

This is where the fun begins! Based on the information we gathered from you, we will put together a selection of homes to **TOUR TOGETHER**. It will include homes that you may consider “winners,” homes that could be “maybes,” and a few you may not have considered. Our tour will run anywhere from 2-4 hours, and at the end of the process we’ll have a much more thorough understanding of what the perfect home means to you.



STEP 4: THE OFFER

Once you’ve found “the one,” we will work together to compose the offer. We will start by providing you with a market analysis to help determine a **COMPETITIVE OFFER PRICE**. Then, we’ll walk you through the contract, including reviewing the various contingencies and addenda available to you. The top priorities of our offer writing process include:

- Ensuring you understand the contract language and your obligations as a buyer.
- Strategies for negotiating the best price and terms.
- Safeguarding your earnest money by putting protections in place to address any hidden problems that may come about.




STEP 5: MUTUAL ACCEPTANCE

Finally, after submitting your offer and negotiating counteroffers, our goal is to reach agreement in writing, on all terms - known as mutual acceptance. From here, we will provide you with a **BUYER ACTION PLAN** that includes each task you need to complete prior to each contingency expiration. If this sounds stressful, don't worry — we're here to help you at each step along the way!




OUR STEP-BY-STEP PROCESS
TURNS YOUR DREAM INTO REALITY



SAMPLE BUYER ACTION PLAN

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1	2
3	4	5	6	7	8	9
SUBMIT OFFER WRITE EARNEST MONEY CHECK	MUTUAL ACCEPTANCE	EARNEST MONEY DEPOSITED LOAN PROGRAM SELECTED	RESALE CERTIFICATE DOCUMENTS DELIVERED			INSPECTION
10	11	12	13	14	15	16
	FULL LOAN APPLICATION MADE	SCHEDULE ADDITIONAL INSPECTIONS AS NEEDED	LOOK FOR TITLE REPORT THIS WEEK	INFO VERIFICATION PERIOD ENDS	INSPECTION RESPONSE DUE	
17	18	19	20	21	22	23
				LOAN DOCS DELIVERED TO ESCROW	SIGNING DAY BRING CASHIERS CHECK	PACK
24	25	26	27	28	29	30
PACK	PACK	NEW HOME CLOSES! SUBMIT CHANGE OF ADDRESS TO USPS	MOVING DAY			
31						



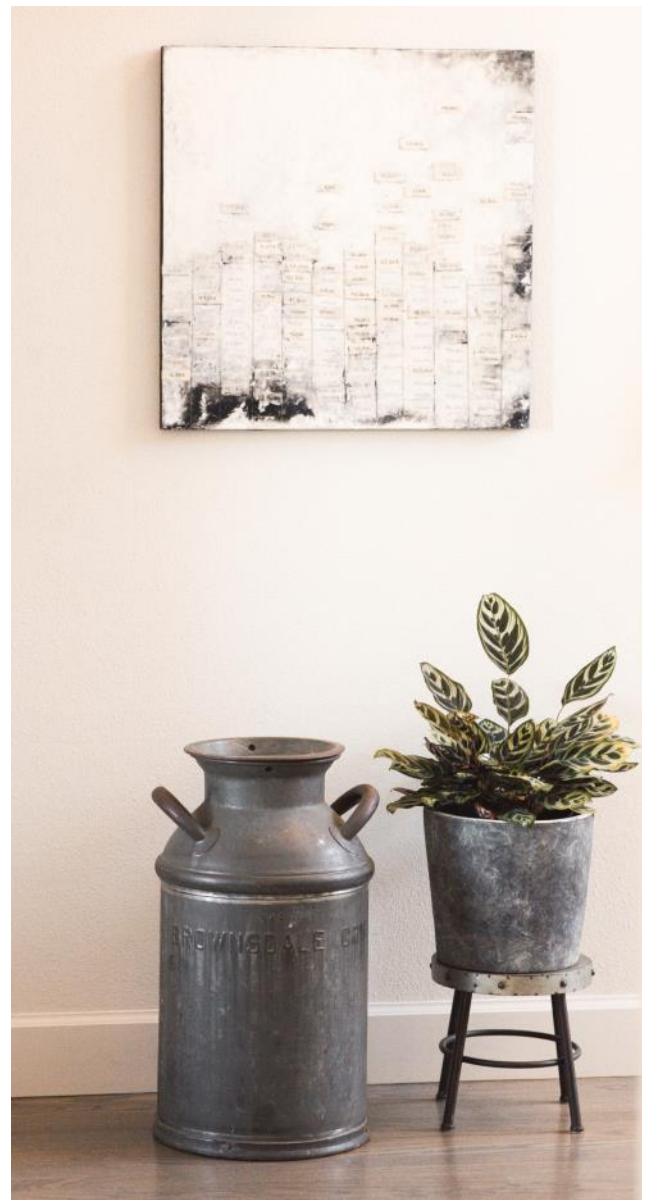
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STEP 6: INSPECTION

A home inspection is an **IN-DEPTH WALK-THRU** of the home. You will hire a professional home inspector (we can help provide a few referrals) who will conduct a walk-through and investigate any items with the home that may be cause for concern. The report will include several levels of attention from “repair now” to “keep an eye on this.” With this information in mind, we may have the opportunity to go back to the seller and negotiate necessary funds to manage the repairs, or even hire an expert for specific issues that need more exploration.

STEP 7: ESCROW

An escrow officer is an independent 3rd party who **OVERSEES THE TRANSACTION** to ensure all parties have performed their duties as outlined in the contract. They will receive and disperse documents and funds required to record the transfer of ownership of your home. Once all loan documents have been sent to escrow, you will meet with the escrow officer about 2-3 days before closing day to sign the documents. On closing day, we will receive word that your ownership documents have officially recorded. Then we can hand over your new keys!



STEP 8: MOVING DAY

When the day you’ve been waiting for finally arrives, we’re ready to help you plan a successful transition! Typically you can move into your new home the day after closing. You may decide to conduct a few updates before you move in, or just need a referral for a mover. Not to worry, **WE HAVE RESOURCES** to assist you with the entire process as well as throughout your entire homeownership. We are your partners in real estate.

CODE OF CONDUCT:

THE BUYER TEN COMMANDMENTS

Throughout the home purchase process, your lender will be watching for any red-flags that could create cause for concern when approving your loan. It is very important that you remain fiscally conservative with your financial transactions up until the day after closing. Partaking in any of the activities below could put your home purchase and loan approval at great risk.

THOU SHALT NOT:

- Change jobs, become self-employed or quit your job.
- Buy a car, truck, van or boat.
- Use credit cards excessively or let current accounts fall behind.
- Spend money you have set aside for closing.
- Omit debts or liabilities from your loan application
- Buy furniture on credit.
- Originate any inquiries into your credit.
- Make large deposits without checking with your loan officer.
- Change bank accounts.
- Co-sign a loan for anyone.





② WHAT DOES IT COST TO PURCHASE A HOME?

EXPENSE:	AMOUNT:	WHEN TO PAY:
Earnest money	Typically 3% of the purchase price	When submitting your offer
Home inspection	\$500 - \$750	On inspection day
Appraisal	\$750 - \$850	Within first week of mutual acceptance
Credit report	\$30 - \$50	Paid by lender and then charged to you at closing
Loan origination*	0.50 - 1.5% of the loan amount	Paid at closing
Down payment	Typically 3-20% of purchase price	24 hours prior to closing
Title insurance*	\$750 - \$1600	Paid at closing
Escrow fee*	\$1200 - \$1900	Paid at closing
Our commission	3% of the purchase price	Paid at closing by seller

**rates are estimated and are variable dependent upon purchase price and loan amount*



WHAT YOU NEED TO KNOW BEFORE YOU CHOOSE A LENDER:

PRE-APPROVAL

In order to enable you to make the strongest offer possible, we require that you receive pre-approval status from a lender prior to beginning your property search. This information will help you understand exactly what you can plan for and what your monthly payments will look like. If you don't already have a relationship established with a lender, we'll help by referring a few to you.

→ SHOP AROUND

Not all lenders are created equal. Each has access to variable loan products based on income, assets, debt, savings and credit history. Each charge different fees and in different formats - so it's important to understand and compare their services.

→ CHECK THEIR REFERENCES

Just because they are a loan officer with a bank you have used for years, doesn't mean they're the best. Often the smaller, local lenders provide quality customer service and are committed to delivering on their promises in a timely manner.

→ REVIEW BANKS VS. MORTGAGE BROKERS

Banks may have lower closing costs yet higher interest rates. Mortgage brokers may have lower rates, yet higher closing costs. It's important to shop around and compare to determine what is best for your personal situation.





UNDERSTANDING TITLE AND ESCROW SERVICES:

WHY IS IT IMPORTANT?

Title insurance protects you and your lender's interest against legitimate or false title claims by previous owners or lien holders. While most "defects" will be resolved prior to closing, title insurance will cover issues that may have not been found until after closing. It is Escrow's responsibility to ensure that funds are properly delivered and ownership is properly transferred.

WHAT IS TITLE?

A title insurance policy is a contract insuring the insured's "ownership" or "interest" in a specific piece of property.

WHAT IS ESCROW?

Escrow is an important neutral third-party which receives and oversees the contract documents and funds deposited by buyers, sellers and lenders to facilitate the closing of a real estate transaction.

SIGNING DAY

A few days before closing when documents are ready, you will be contacted by your Escrow officer to schedule a signing appointment. They will provide instructions for bringing closing funds, including your full deposit remaining owed, to be deposited 24 hours prior to closing.



ABOUT US

Having seen firsthand the highs and lows of the Seattle real estate market since 2002, Jeremy and Cassie are experts in both Seattle and Eastside neighborhoods. Get ready to spend some quality time with this duo, from in-depth conversations about the nitty gritty details to some serious fun when you're out and about touring homes!



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STERLING PROFESSIONALS

Jeremy began his career in real estate in 2002, and met Cassie while volunteering as a mentor for Big Brothers Big Sisters. While they shared a common passion for supporting their community, they also discovered how much they enjoyed working alongside each other and decided to partner up in real estate in 2005. With extensive experience in both sales and property management, their home has always been at Windermere, the premier brokerage of the Pacific Northwest.

OUTSTANDING PERSONALITIES

It doesn't take long for their clients to spot their differences. Jeremy is the calm, cool, and collected negotiator who is always one step ahead. Cassie is the energetic, dynamic, and outgoing marketer who is there to help you weigh all of your options. As a team, Jeremy and Cassie are your advocates and coaches, and each step of their process is designed to empower you with sound knowledge and experienced insight.

PACIFIC NORTHWEST ROOTS

Cassie was born in Bellevue, Jeremy was born in Ballard, and today they live in Northeast Seattle with their daughter. Together, they partner with both buyers and sellers throughout Seattle and the Eastside in the very neighborhoods they grew up in.

SERVICE MINDED

Jeremy and Cassie might not officially be in the nonprofit world anymore, but they love staying involved in the community they were born and raised in. Cassie currently serves as a governing board member with YouthCare and in addition to contributing to the Windermere Foundation with each real estate transaction, they also support several organizations including Innovators Network for Fred Hutch, Stewardship Partners and Northwest Parkinson's Foundation.



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