

EXCLUSIVE SERVICES

FOR BUYERS



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 wellequipped 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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If you know you're going home, the journey is never too hard.

ANGELA WOOD

HIS TERRITORY

BELLEVUE

Known for its fantastic public school system, Bellevue is a city in the Eastside region of King County, located across Lake Washington from Seattle. It is the third largest city in the Seattle metropolitan area and has variously been characterized as an edge city, a suburb, boom burb, or satellite city.

ISSAQUAH

Also known for the amazing public schools, this town offers hiking trails and opportunities for outdoor activity across the three mountains surrounding Issaquah: Tiger Mountain, Cougar Mountain, and Squak Mountain. Issaquah is in King County and is one of the best places to live in Washington. Living in Issaquah offers residents an urban suburban mix feel and most residents own their homes. In Issaquah there are a lot of restaurants, coffee shops, and parks that attract families.

SAMMAMISH

Sammamish is one of several amazing suburban areas east of Seattle, where the feel of an urban environment blends well with outstanding recreational opportunities. It's not surprising that CNN Money Magazine added Sammamish to its 2011 short list of best places to live in the United States.

RENTON

Living in Renton offers residents an urban suburban mix feel and most residents own their homes. In Renton there are a lot of restaurants, coffee shops, and parks. Many families and young professionals live in Renton and residents tend to lean liberal. The public schools in Renton are above average.

MAPLE VALLEY

Living in Maple Valley offers residents a sparse suburban feel and most residents own their homes. In Maple Valley there are a lot of parks. Many families live in Maple Valley and residents tend to have moderate political views. Homes are not as expensive per square foot here, so you can get more land compared to the more urban cities.



NORTH BEND

North Bend is a family friendly town with great outdoor activity options and an outlet mall. There are good restaurants some of which are open late with a city implementing an effort to revitalize the downtown area including a new city hall. This city offers impeccable hiking trails that the PNW is famous for.

SNOQUALMIE

Snoqualmie Ridge is a master-planned community near Snoqualmie Falls. The historic town of Snoqualmie honors its 2,000 acres of spectacular scenery by setting aside over 40 percent of it as open spaces. Parks, trails, and a Jack Nicklaus golf course, as well as wetland green space, share the Ridge with 3,400 homes and a dynamic business and retail center.

CLE ELUM

Known for being a ski town, this country style area offers residents a sparse suburban feel and most residents own their homes. In Cle Elum there are a lot of bars, restaurants, coffee shops, and parks. Many families and young professionals live in Cle Elum and residents tend to lean conservative.

NEWCASTLE

Newcastle is a peaceful, small residential community located between Bellevue, Renton and Issaquah within the Seattle metropolitan area. Residents enjoy a scenic atmosphere, a short commute to work centers and convenient access to recreation and urban amenities.

FALL CITY

Fall City has a vibrant arts community that hosts a variety of family and fine arts programs throughout the year and we also have an active historical society that is proud to promote and preserve the elements that make Fall City special.

GUIDING YOUR PURCHASE

When we work together on your home-buying journey, my goal is for you to stay informed, be confident and have some fun along the way. I'll listen attentively to your wants and needs so I can help you find the home that not only matches your lifestyle and investment goals but also feels right. I want you to arrive at your new home feeling successful, hopeful, and happy.

Advising you before the transaction, I'll make sure you understand all the terms, processes and documents involved. I'll provide real-time market data and helpful information so you can make informed decisions. You can be confident you have a skilled negotiator working on your behalf and assured that all action items and communications are being handled thoughtfully and professionally.

DECIDING TO BUY A HOME IS A BIG STEP. HERE ARE SOME OF THE SERVICES I PROVIDE:

- Share actionable market intelligence
- Focus your home search
- Explain contracts and documents
- Refer you to a respected lender
- Provide resources for a bridge loan or making a cash offer
- Preview and tour homes
- Refer you to an inspector and attend inspections
- Write an intelligent offer that can win
- Negotiate purchase terms and timetables
- Coordinate the many moving parts of the transaction all the way through closing
- Answer all of your real estate questions



GETTING TO KNOW YOU

Before I can help you buy a home, I need to know a few things about you. We'll start with a consultation, during which you'll explain what you're looking for in your new home. We'll discuss different ways to get there, based on both your specific situation and the current state of the market.

This initial conversation is about more than learning which floor plans you prefer or what your budget might be - it's also a chance for us to get to know each other as people. My practice is built on relationships, so it's important for us to build a foundation of trust and transparency as we move forward.

As you start the active home search process, I'll help you refine your search criteria, narrowing in on neighborhoods, commute times and floor plans that match your specific needs. I'll also use my personal network and Windermere's resources to keep you informed of any new and promising listings that come on the market.



A CONFERENCE CALL



A CUP OF COFFEE



AN OFFICE VISIT



Identifying Your Priorities

PERSONAL PROFILE

NAME(S) _____

ADDRESS _____

PHONE (home) _____

(cell) _____

(work) _____

EMAIL _____

Own Rent Years in this home _____ Children (names/ages) _____

MOTIVATION

Reason for move: _____

When do you want to move in? _____

Is that date flexible? If not, why not? _____

How long have you been looking for a home? _____

Have you seen any homes you like? Yes No Describe: _____

If yes, why didn't you buy? _____

Are you looking at homes with any other sales associate? Yes No

Where do you work? _____

When is the best time to look at homes? _____

When we find the right home for you, will there be anything that could keep you from buying it? _____

Will anyone else be involved in the buying decision? _____

HOUSING INFORMATION

What's most important to you in a home? _____

Do you have (or anticipate) any hobbies, interests or lifestyle factors that would affect your housing needs?

Are schools important? Yes No If yes, what aspects? _____

Where do you want to live? _____

What style of home do you prefer? Rambler Two-Story Traditional Contemporary

How many bedrooms? _____ Baths _____ Living areas _____ Yard size _____ Garage size _____

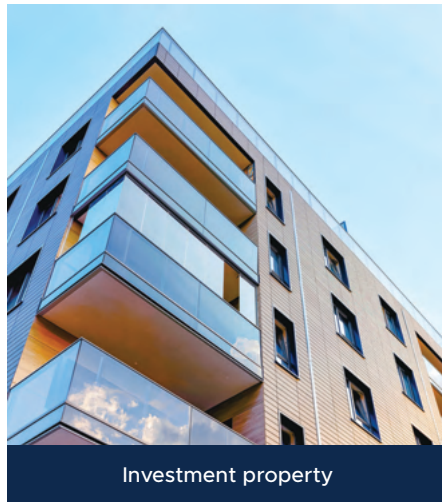
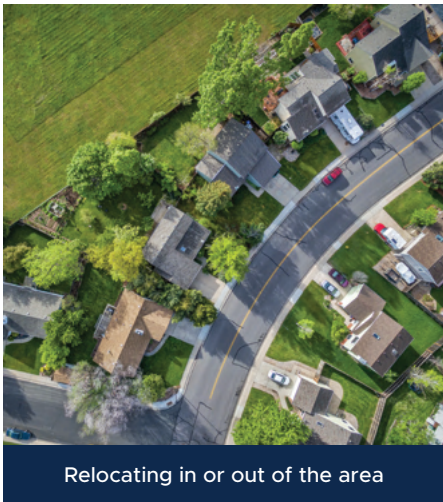
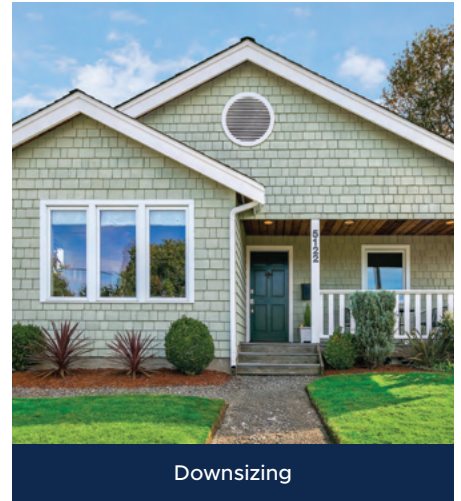
WHAT IS MOST IMPORTANT IN YOUR NEXT HOME

	VERY IMPORTANT	NICE TO HAVE	NOT IMPORTANT	COMMENTS
LOCATION				
Neighborhood				
Short commute to work				
Near public transportation				
Near airport				
Near parks				
Near schools				
Near shopping				
Near entertainment				
Near recreation areas				
Views				
Privacy				
Quiet street				
Neighborhood association/restrictions				
Other				
STRUCTURAL				
Age & condition of home				
Style of home				
Number of stories				
Off-street parking				
Garage				
Other				
EXTERIOR FEATURES				
Deck or patio				
Porch or sunroom				
Yard size				
Fenced-in yard				
Pool or hot tub				
Gardens/landscaping				
Shed				
Other				

WHAT IS MOST IMPORTANT IN YOUR NEXT HOME

	VERY IMPORTANT	NICE TO HAVE	NOT IMPORTANT	COMMENTS
INTERIOR FEATURES				
Number of bedrooms				
Number of bathrooms				
Den or office				
Ample closet space				
Handicap accessible				
Open concept				
Eat-in kitchen				
Dining room				
Hardwood floors				
Finished basement				
Laundry room				
Rear entry / mud room				
Other				
UTILITIES				
Energy efficient				
Forced air heat				
Central A/C				
Fireplace				
Wood stove				
Gas/electric stove/oven				
Other				

**IF YOU'RE SEEKING YOUR FIRST HOME OR YOUR FIFTH,
I CAN ADVISE YOU ON ANY REAL ESTATE PURCHASE.**



Whether it's about a new listing or an offer we've submitted, I'll tailor my communication to match the method and frequency you prefer.

FIGURING OUT FINANCING

NECESSARY STEPS BEFORE YOUR HOME SEARCH

To make your home search process as smooth as possible, it's crucial that you have your finances and budget in order before you start seriously looking at homes. In a competitive region and real estate market such as ours, having financing pre-approval is key to your success (unless you plan to pay cash). To get pre-approved for a loan, you'll need to connect with a mortgage lender. Who you work with on the financial side is entirely your choice, but I'm always happy to recommend some trusted and knowledgeable lenders who have been integral to my clients' success. Some lenders even offer a certified buyer program, which serves as a type of performance guarantee to a seller who is considering multiple competing offers.

About 30% of successful buyers in our region are cash buyers. If you intend to purchase with all cash, it's important to know that there is likely to be competition from other cash buyers. As a result, it's crucial that your funds be available in liquid form - this could propel you ahead of a buyer who hasn't yet converted other holdings to cash.

FINANCIAL BENCHMARKS FOR BUYERS

PRE-QUALIFICATION:	Determination of your probability of obtaining a loan.
PRE-APPROVAL:	Lender verification of your income and credit approval. Obtaining pre-approval early in the process can give you and the seller greater confidence in your ability to close on the purchase.
PERFORMANCE GUARANTEE:	Lender certification of your ability to be issued a loan based on a combination of your financial profile and the proposed purchase price of the subject property.
CASH BUYER:	Ability to purchase the home based on verified cash holdings rather than lender financing.

FINANCIAL BENCHMARKS FOR BUYERS

Since a bridge loan can give you a stronger negotiating position and ease the pressure of having to sell before you buy, speak with your lender about whether they have a bridge loan product. If they don't, Windermere's exclusive bridge loan program can be the perfect solution. The approval process takes only a few days and the fee is just one percent of the loan amount. No payments are necessary on the loan before your home closes unless you choose to make a payment. The principal and interest are due when the home closes, or six months following disbursement, whichever comes first.

WINDERMERE BRIDGE LOAN

THE WINDERMERE BRIDGE LOAN PROGRAM OFFERS YOU:

- A stronger negotiating position
- A simple application
- Fast processing
- No payments due before closing
- Competitive fees and interest rates



DETERMINING YOUR MAXIMUM PRICE

Understanding how much you can afford is crucial before you start searching for a home. You'll likely work with a lender or financial advisor to calculate your max budget, but before you do, consider taking these steps:

CHECK YOUR CREDIT REPORT

It's best to check your credit report before your lender does so you can correct any mistakes you find before your lender sees them. It also gives you an opportunity to explain any blemishes that show up on your report.

KNOW YOUR CREDIT SCORE

When you check your credit report, you can also check your credit score. (This is known as a "soft credit check" and will not affect your overall credit.) Your score can impact how much lenders are willing to loan you as well as the interest rate you qualify for.

DETERMINE YOUR DOWN PAYMENT

The decision about how much of a down payment you're prepared to make is entirely up to you. The size of your down payment may impact the financing terms your lender gives you. Also, it's typical that a down payment of less than 20% will require you to purchase Private Mortgage Insurance (PMI).

WHAT NOT TO DO WHEN BORROWING MONEY

- Change jobs, become self-employed or quit your job
- Buy a car, truck, motorcycle or van
- Use credit cards more than normal
- Stop paying bills
- Spend money you have saved for closing
- Omit debts or liabilities from your loan application
- Buy big-ticket items (such as furniture)
- Originate any inquiries into your credit or apply for new credit cards
- Make large cash deposits without checking with your loan officer
- Change bank accounts
- Co-sign a loan for anyone
- Change marital status



START TOURING

SETTING UP A SUCCESSFUL SEARCH

Once you've determined your budget and we have an idea of what you're looking for, we'll start touring listings. This process will help you get a sense of what you can expect from different types of homes, your price point and the vibe of various neighborhoods. It will also help me get a better sense of your wants and needs in order to continue refining our search.

While the market may be more competitive at certain times, I want you to feel comfortable with every decision you make. There is no right or wrong number of listings to view, nor is there a specific timeline you have to stick to during the search. To help you be confident in your selection, I'll lay out the pros and cons of each contending property. My advice will always be honest and backed up by relevant data.

QUESTIONS TO ASK YOURSELF BEFORE YOU START LOOKING:

- How long do you see yourself living in your home?
- What features are most important to you in a home?
- What neighborhoods and home styles within your budget attract you the most?
- What is your commute tolerance?
- Do you have any specific lifestyle factors that your home must accommodate now?
- Considering any family or roommates, is your household likely to stay the same size?

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If you haven't found it yet, keep looking. As with all matters of the heart, you'll know when you find it.

STEVE JOBS

DUE DILIGENCE

LET'S TAKE THE TIME TO MAKE SURE THIS REALLY IS THE BEST HOME FOR YOU.



Work with your mortgage professional to be sure that you are comfortable with the price or monthly payment of the home.



Get your questions answered about the neighborhood (it can help to talk to neighbors).



Do a thorough inspection of the home (sewer lines, etc.).



Research schools, commute times, public transit options, etc.



Review comparative home values.

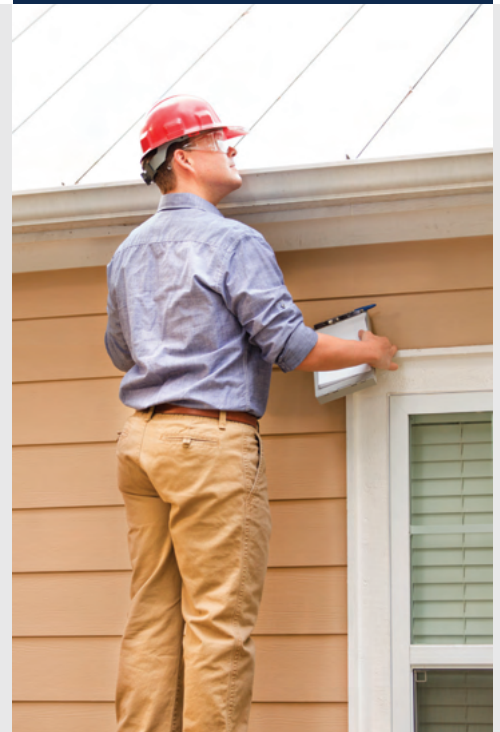
A home inspection benefits all parties involved by providing insight into the condition of the home, thereby making you an informed buyer.

WALKING YOU THROUGH INSPECTION

Home inspections are a critical part of the home-buying process. They can take the mystery out of buying a home and make it easier for you to imagine yourself living there. Whether commissioned by you or the seller, the inspection will look beyond the home's cosmetics to make sure its general systems operate properly. The inspector will look for large repairs that are needed and present a detailed report on the condition of the home.

As your buyer's agent, I'll help you:

- Find a well-regarded inspector
- Review a seller-procured inspection report
- Review your buyer-procured inspection report
- Help you determine your risk tolerance for required repairs
- Negotiate fair and appropriate solutions if necessary



PUTTING TOGETHER YOUR OFFER

Before writing your first offer on a home, I'll guide you through its various components, including the Purchase and Sale Agreement, state-required forms, all contingencies, and what you'll need to prepare to back up an offer financially.

PREPARING THE OFFER

When you're ready to make an offer on a specific property, I will:

- Perform a market analysis to show how the home compares in value to recent listings and sales
- Work with you to devise a comprehensive strategy for your offer
- Tailor your offer to your comfort level and to the unique circumstances of the listing

PRESENTING YOUR OFFER TO THE SELLER

Once we've written up the Purchase and Sale Agreement and all associated forms, I will:

- Call the seller's agent to inform them that your offer is coming via email
- Tell them a little about you and briefly preview the offer
- Follow up to confirm they received your offer



SECURING YOUR INTEREST WITH A DEPOSIT

Earnest money is a "good faith" deposit submitted with your offer that shows the seller you are serious about purchasing their home.

- The amount of earnest money and the terms surrounding it can make a difference in how attractive the seller finds your offer.
- In a traditional real estate market, it's rare for a buyer to lose the earnest money. If the buyer willfully decides, however, that they no longer want to buy the house and has no legal reason for rescinding their offer, then the seller has the right to retain the earnest money.
- In a very competitive market such as ours, earnest money can convey the seriousness of your commitment to purchasing the property. For example, you may authorize that your earnest money be converted into a non-refundable deposit. This signals to the seller that you are all in and willing to risk your deposit in order to secure the purchase.

STRENGTHENING YOUR OFFER

In a hyper-competitive real estate market such as ours, my goal is to help you present an offer that stands out to a seller. Every seller's circumstances are unique, so once you've decided to write an offer on a home, I'll interview the listing broker to discover the seller's top priorities for their sale. This way we can present an offer that both appeals to the seller and supports your own top priorities. Our strategy will take into account many different components of the purchase offer, including those below, which I've sequenced as follows: considerations that may strengthen your offer, those that may have a neutral impact and those that may weaken your offer (depending on the intensity of competition for the particular home).



PRICE



- Escalator maximum
- Escalator increment amount
- Offer above list price
- Offer at list price
- Offer below list price

INSPECTION + SEWER SCOPE



- Accepting seller-procured inspection
- Conducting a pre-inspection
- Waiving inspection*
- Short inspection contingency (1-3 days)
- Full inspection contingency (5-10 days)

FINANCING & APPRAISAL



- All cash
- Amount of non-refundable deposit
- Buyer performance guarantee (pre-underwriting)
- Waiving financing and/or appraisal*
- Amount of additional down payment (appraisal deficit)
- Down payment % (vs. financing %)
- Percent of refundable earnest money
- FHA loan (95% financing)
- VA loan (100% financing)
- Conditioned on the closing of another property (22Q)
- Conditioned on the sale of another property (22B)

TIMING



- Close per seller's timeline (rent back as needed)
- Close 30 days or less
- 30+ day close
- Close contingent on selling current home

OTHER CONTINGENCIES



- Accepting Seller Disclosure Statement (Form 17 and/or Resale Certificate)
- Inclusion of WRE Form 41 in concert with corresponding NWMLS forms

PURCHASE AND SALE AGREEMENT

Before you submit an offer on a home, I'll guide you through the Purchase and Sale Agreement, the contract in which you and the seller outline the details of the property transfer.

THE PURCHASE AND SALE AGREEMENT USUALLY CONSISTS OF THE FOLLOWING:

- Earnest money declaration
- Financing addendum
- Inspection addendum
- Optional Clauses addendum (Form 22D)
- Addendum outlining special conditions (WRE41)
- Lead-based paint notification, when appropriate
- FIRPTA (Form 22E)
- Title review

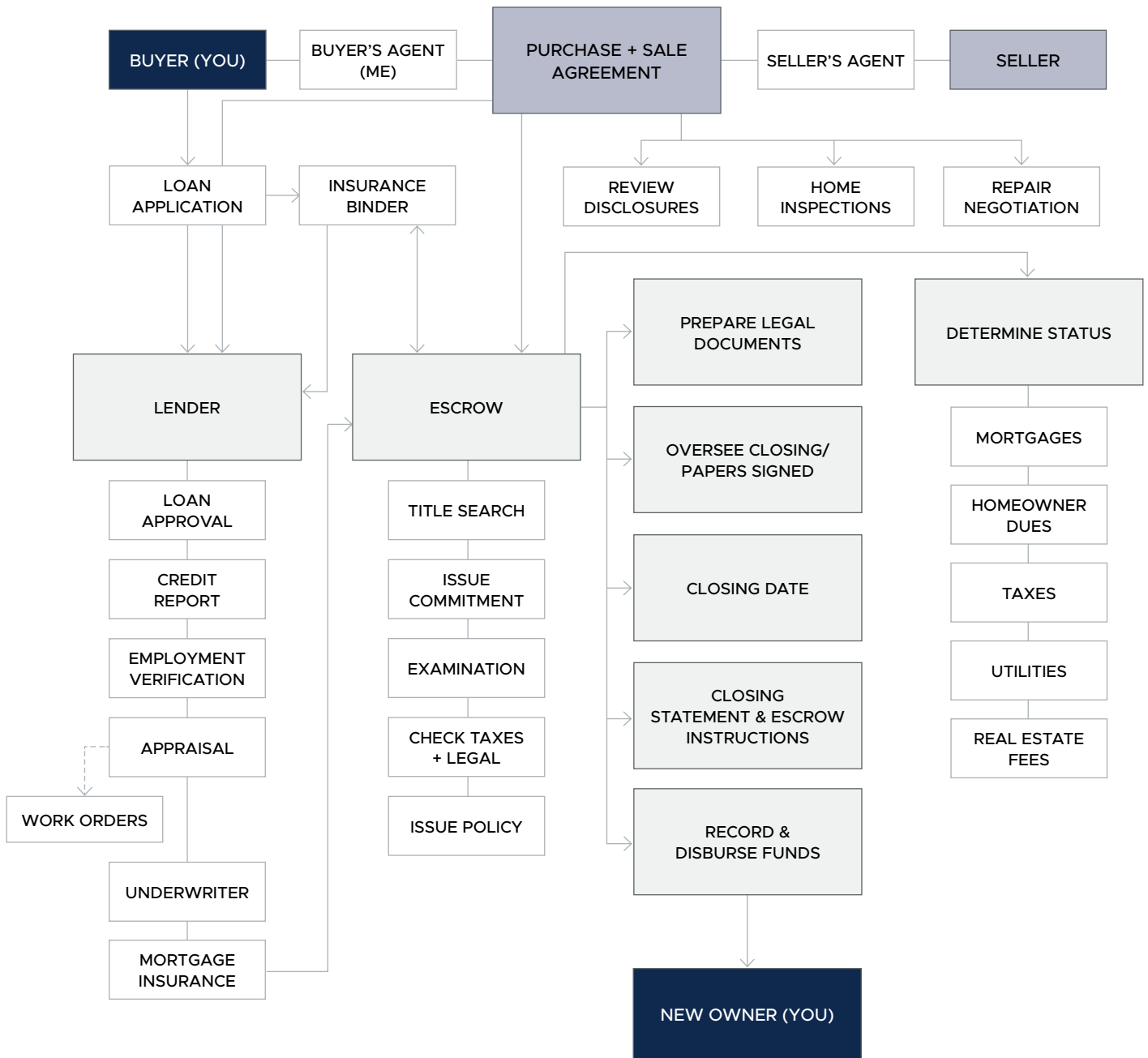
THE FOLLOWING FORMS WILL USUALLY BE INCLUDED WITH YOUR OFFER:

- Agency disclosure form
- Seller disclosure statement (Form 17)



THE PATH TO CLOSING

Once your offer is accepted by the seller, you'll formally begin the process of closing. This period typically takes several weeks, and entails the process of opening escrow for the sale, performing inspections and transferring the title and deed of the house to you. It's a complicated process with many moving parts, but I will make sure you understand everything that's happening so you're never out of the loop.



SETTLEMENT AND CLOSING

Before mutual acceptance, a closing date is agreed upon by you and the seller. "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 settlement statement detailing all the expenses associated with the purchase of your new 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 Homeowners Association dues (from date of acquisition) if applicable
- Recording fees for all documents in buyer's name
- Notary fees, if applicable
- Homeowner's 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)
- 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)
- Any judgments, tax liens, assessments or encumbrances placed against property title
- Any unpaid Homeowners Association dues
- Recording charges to clear all documents of record against the seller
- Excise tax, if applicable, determined by county and based on sale price

SAMPLE BUYER CLOSING COSTS

± \$30

CREDIT REPORT

± \$1,300

1/2 ESCROW FEE
(ON A \$900K HOME)*

± \$1,000

APPRAISAL

± \$250

SEWER INSPECTION

± \$500

PROPERTY INSPECTION

20%

ESTIMATED DOWN PAYMENT

The only out-of-pocket costs (not financed in your loan) are typically home inspections, appraisal, and your down payment. A good rule of thumb is to budget around 2.5% of your loan amount (not including your down payment) to cover these costs.

**Fees determined by sale price and/or loan amount.*

TAKING POSSESSION

You will sign your closing documents a couple days prior to closing. On the day of closing, typically the documents are recorded at the county in the late afternoon and you will have access to your new home in the early evening.

I will keep in touch to find out how things are going, and I'm always happy to answer any questions you might have. I can also provide referrals (plumbers, electricians, etc.) and give you updates on the value of your home going forward.

If you are happy with my service, I would love to help your friends and family. I always have time for your referrals!



UNDERSTANDING REAL ESTATE AGENT COMPENSATION

Real estate transactions have a lot of moving parts. Compensation structure and strategies can vary depending upon the circumstances. Windermere strives for complete transparency on all sides of the transaction to ensure that real estate agent compensation is known and understood. In that vein, here's how agent compensation works.

Who pays? Traditionally sellers paid one commission, typically a percentage of the sales price. From that commission the seller's agent would offer an amount to the buyer's agent. Under some current multiple listing service ("MLS") forms and rules, agent compensation is split into two distinct parts, the seller agent compensation and the buyer agent compensation. Most sellers offer to pay both agents compensation but there is no rule that mandates that a seller do so.

Does a Seller have to Offer Compensation to the Buyer's Agent? No, most MLS rules do not require a seller to offer compensation to the buyer's agent in order to list a property with the MLS.

Are Compensation Amounts Negotiable? Yes, both the seller agent compensation and the buyer agent compensation amounts are negotiable. A seller and their agent are free to negotiate the seller agent compensation and a buyer agent can negotiate the buyer agent compensation with the seller in certain circumstances. However, typically a seller cannot reduce the compensation amount offered to a buyer agent after a buyer agent submits an offer to purchase.

Do Buyer Agents have to Show Properties if there is no Buyer Agent Compensation Offered? No, most states have laws that excuse buyer agents from having to show their buyer clients properties for which there is no compensation offered to the buyer agent. Nonetheless, most agents will show these properties and ask that the buyer sign a buyer agency agreement promising buyer agent compensation. In those instances, the buyer's agent will typically include a request for the seller to pay the buyer agent compensation in an offer to purchase.

Do Buyers Ever Pay their Own Agent Compensation? Sometimes. Traditionally sellers have paid both agents compensation as a cost of selling a home. Compensation is typically not financeable so many buyers who stretch to buy a home may not have the financial wherewithal to pay their own agent. However, there is no rule or law that prohibits a buyer from paying their own agent in lieu of the seller paying the buyer agent.

Can Compensation Amounts Vary Depending Upon the Circumstances? Yes, modern MLS rules and forms often allow for dynamic compensation. For instance, a buyer agent might offer to reduce the amount of buyer agent compensation offered in a listing to make their client's offer stronger. A seller agent may agree to reduce the buyer agent compensation offered in a listing if the seller agent acts as a dual agent. Sometimes it works in the reverse and the more services an agent offers, the higher the compensation. For instance, a seller agent may require that compensation be increased if the buyer is unrepresented.

What's the Right Amount of Compensation? There is no right amount. Sellers, buyers, agents and brokerages must determine what amount of compensation is appropriate for them under the specific circumstances of each transaction.

FREQUENTLY ASKED QUESTIONS

IS IT EXPENSIVE TO USE A BUYER'S AGENT?

The compensation that a buyer's agent (also called the "selling agent") receives typically comes from the seller's proceeds and is a percentage of the total commission charged by the listing company. That information is available to me through the Multiple Listing Service (MLS). In such a case, there is no cost for a buyer to be represented by an agent.

WHAT TYPE OF INFORMATION WILL YOU NEED?

To do the best job for you, I will need the best information you can provide or know at this point. This would include such things as: Preferred price range Preferred school districts Number of bedrooms / bathrooms Geographical areas / neighborhoods of interest Style of home (single-story, two-story, etc.) Special needs / special interests which your home needs Size of yard to accommodate

Keep in mind that a very specific set of criteria may narrow your list of potential properties, while a very broad list may lead to an overwhelming number of properties to view. We will talk about your needs and wants, but until then, be thinking about what you would like your next property to have.

HOW CAN I FIND OUT ABOUT NEW PROPERTIES?

I will work with you to determine how often you want to receive updates on available homes, and by what method (telephone, email, or even snail mail). Clients using email can receive automatic updates from most MLS systems as soon as new listings are entered.

WHAT IF I FIND A PROPERTY ON MY OWN?

If you find something you would like more information on, contact me with the address or the MLS number of the property in question. I can then contact the listing agent and get additional information or set up a showing.

CAN I GO TO OPEN HOUSES WITHOUT YOU?

Yes. However, when meeting the agent hosting the open house it's best if you immediately identify yourself as working with me. If you don't, I might not be able to serve as your advocate for that property if it is the one you want to write an offer on.

GLOSSARY

ADJUSTABLE-RATE MORTGAGE (ARM) interest rates on this type of mortgage are periodically adjusted up or down depending on a specified financial index.

AMORTIZATION a method of equalizing the monthly mortgage payments over the life of the loan, even though the proportion of principal to interest changes over time. In the early part of the loan, the principal repayment is low, while the interest payment is high. At the end of the loan, the relationship is reversed.

ANNUAL PERCENTAGE RATE (APR) the actual finance charge for a loan, including points and fees, in addition to the stated interest rate.

APPRAISAL an expert opinion of the value or worth of a property.

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.

CLOSING the deed to a property is legally transferred from seller to buyer, and documents are recorded.

CLOSING COSTS charges paid to various entities during the real estate transaction, including escrow fees, document prep fees and lender fees.

COMMISSION a fee (usually a percentage of the total sold price) paid to an agent or broker for services performed.

COMPARATIVE MARKET ANALYSIS (CMA) a survey of the attributes and selling prices of comparable homes - on the market or recently sold - used to help determine current value for a specific property.

CONTINGENCY a condition in a contract that must be met for the contract to be binding.

CONTRACT a binding legal agreement between two or more parties that outlines the conditions for the exchange of value (for example: money exchanged for title to property).

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

DOWN PAYMENT a percentage of the purchase price that the buyer must pay in cash and may not borrow from the lender.

EQUITY the value of the property actually owned by the homeowner: purchase price, plus appreciation, plus improvements, less mortgages and liens.

ESCROW a fund or account held by a third-party custodian until conditions of a contract are met.

FIXED-RATE MORTGAGE interest rates on this type of mortgage remain the same over the life of the loan, unlike an "adjustable-rate" mortgage

FIXTURE a recognizable entity (such as a kitchen cabinet or light fixture) that is permanently attached to a property and belongs to the property when it is sold.

HAZARD INSURANCE compensates for property damage from specified hazards such as fire and wind.

INTEREST the cost of borrowing money, usually expressed as a percentage rate.

LIEN a security claim on a property that may only be released once a legal issue or a debt is cleared up.

MARKET VALUE the price range of a property that is established by present economic conditions, location and other general trends.

MORTGAGE security claim by a lender against a property until the debt is paid

MULTIPLE LISTING SERVICE (MLS) a system that provides detailed information about listed properties to its members and their clients.

ORIGINATION FEE application fee(s) for processing a proposed mortgage loan.

PITI principal, interest, taxes and insurance, forming the basis for monthly mortgage payments.

PMI (PRIMARY MORTGAGE INSURANCE) insurance for the lender to cover potential losses if the borrower defaults on the loan.

POINT one percent of the loan principal, charged in addition to interest and fees.

PRINCIPAL (1) one of the parties to a contract; or (2) the amount of money being borrowed, on which interest is charged

PURCHASE AND SALE AGREEMENT a contract between buyer and seller that outlines the details of the property transfer (refer to "Purchase and Sale Agreement" on page 16).

SETTLEMENT all financial transactions required to make the contract final.

TITLE a document that indicates ownership of a specific property.

TITLE INSURANCE a one-time premium that a buyer pays in order to secure protection against loss or damage in the event of an incorrect search of public records or misinterpretation of title. The title insurance policy also shows what the property is subject to in terms of liens, taxes, encumbrances, deed restrictions and easements.

TITLE SEARCH detailed examination of the entire document history of a property title to make sure there are no legal encumbrances.



WHY WINDERMERE

\$18B

WINDERMERE'S ANNUAL PROPERTY SALES IN KING COUNTY*

Windermere's extensive network allows me to collaborate with the region's largest cohort of listing brokers so you never miss out on new inventory.

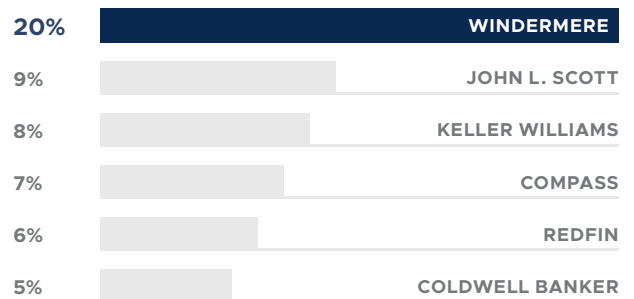
- Windermere typically has the most listings in the market at any given time. This is meaningful because with inventory so tight in our region, my network access to the most resale and new construction listings is a big advantage.
- My relationships with Windermere listing brokers serve to ease the communication, flow and vibe of transactions that otherwise could be taxing.

IN A COMPETITIVE MARKET, WINDERMERE GIVES BUYERS THE EDGE

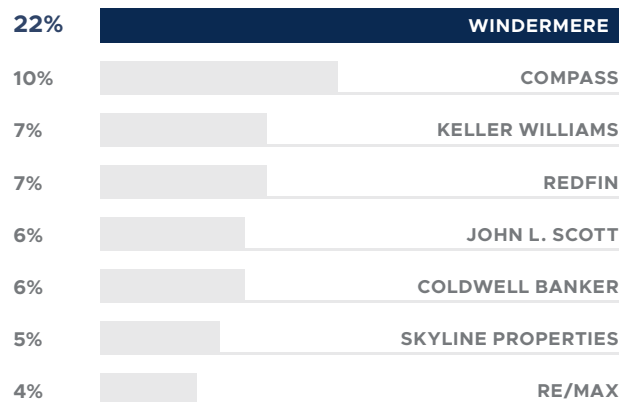
Buyers choosing Windermere increase their odds of succeeding in a competitive market because:

- Windermere brokers receive extensive training on how to (a) craft the most competitive offer for their buyer, and (b) position it to have the greatest appeal to the seller.
- Windermere brokers adjust their negotiating techniques based on real-time market conditions.
- A market-wide survey of Northwest MLS agents indicated that they are more confident about completing transactions with Windermere brokers than with brokers from any other firm.

WINDERMERE SELLS MORE KING COUNTY HOMES AND CONDOS*



SHARE OF WINNING BUYERS WHEN COMPETING AGAINST MULTIPLE OFFERS**



*Source: Trendgraphix. Data reflects dollar volume of King County homes and condos sold over a recent 12-month period.

**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.

WHAT MY CLIENTS ARE SAYING

“Tyler was an amazing resource and worked tirelessly to get us the house we wanted. Anyone in the market to find a house on the east side and specifically the Issaquah area - this is the guy! Professional, resourceful and a great negotiator. Highly recommended!”

– James Moorby

“As first time home buyers my husband and I were excited and nervous. Our experience with Tyler and his team was exactly what we needed — they made right our concerns, answered our EVERY (many) question, with great patience and enthusiasm, and left us with a house we will call a home for many years. We are so grateful for Tyler’s extensive knowledge of the area, and of the housing market, and how smoothly (despite much extra work on his part due to extenuating circumstances) he made the whole process feel.”

– Ashley Kowallis

“If you want a realtor that can get the job done, Tyler is the one for you! He is up front and easy to work with, and is also an excellent communicator. He made the process as easy as it could be. He is well connected to the local Issaquah market & surrounding areas and will go the extra mile for you.”

– Zberg Family

“Tyler is a dedicated real estate professional who takes the time to understand your needs (whether you're buying or selling) and is determined to deliver results beyond your expectations. We've always appreciated Tyler's prompt communication and thorough follow through. He's an absolute pleasure to work with.”

– April Peck

“A true professional, expert strategist, and stabilizing force during a chaotic process. I will be choosing Tyler again for all my future real estate transactions bar none.”

– Alex Baur

“Tyler was recommended to us by a friend of ours and we're glad we went with him. What sets Tyler above other agents was his experience/knowledge as well as several intangibles I don't believe many people think to look for in an agent. He genuinely cares about his clients and isn't just trying to quickly churn out sales like I think a lot of big realtors tend to do. Plus Tyler knows the market to make sure you aren't overspending when you're putting an offer down. He has a background in construction so he was able to help us look for warning signs in a house that might need future repairs. And the biggest value was how aggressive he was in working with the sellers agent to get our offer accepted.”

– Haberly Family



I LOOK FORWARD TO WORKING WITH YOU

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

I'll work tirelessly to educate and advise you about how the current real estate market impacts your decision regarding whether and when to buy a home. When you're ready, I'll help you find the property that's a perfect fit and I'll guide you through the process of submitting an offer. Once your offer has been accepted, I'll negotiate the critical and contractual details right up until you have keys in hand. Thereafter I'll be a steady resource for you along the path of your homeownership, sharing information about how to maximize your investment from both financial and lifestyle perspectives.



REAL ESTATE BROKERAGE IN WASHINGTON

INTRODUCTION

This pamphlet provides general information about real estate brokerage and summarizes the laws related to real estate brokerage relationships. It describes a real estate broker's duties to the seller/landlord and buyer/tenant. Detailed and complete information about real estate brokerage relationships is available in chapter 18.86 RCW.

If you have any questions about the information in this pamphlet, contact your broker or the designated broker of your broker's firm.

LICENSING AND SUPERVISION OF BROKERS

To provide real estate brokerage services in Washington, a broker must be licensed under chapter 18.85 RCW and licensed with a real estate firm, which also must be licensed. Each real estate firm has a designated broker who is responsible for supervising the brokers licensed with the firm. Some firms may have branch offices that are supervised by a branch manager and some firms may delegate certain supervisory duties to one or more managing brokers.

The Washington State Department of Licensing is responsible for enforcing all laws and rules relating to the conduct of real estate firms and brokers.

AGENCY RELATIONSHIP

In an agency relationship, a broker is referred to as an "agent" and the seller/landlord and buyer/tenant is referred to as the "principal." For simplicity, in this pamphlet, seller includes landlord, and buyer includes tenant.





FOR SELLERS

A real estate firm and broker must enter into a written services agreement With a seller to establish an agency relationship. The firm Will then appoint one or more brokers to be agents Of the seller. The firm'S designated broker and any managing broker responsible for the supervision Of those brokers are also agents Of the seller.



FOR BUYERS

A real estate firm and broker(s) who perform real estate brokerage services for a buyer establish an agency relationship by performing those services. The firm's designated broker and any managing broker responsible for the supervision Of that broker are also agents Of the buyer. A written services agreement between the buyer and the firm must be entered into before, or as soon as reasonably practical after, a broker begins rendering real estate brokerage services to the buyer.



FOR BOTH BUYER AND SELLER - AS A LIMITED DUAL AGENT

A limited dual agent provides limited representation to both the buyer and the seller in a transaction- Limited dual agency requires the consent Of each principal in a written services agreement and may occur in two situations: (1) When the buyer and the seller are represented by the same broker, in which case the broker's designated broker and any managing broker responsible for the supervision Of that broker are also limited dual agents; and (2) When the buyer and the seller are represented by different brokers in the same firm, in which case each broker solely represents the principal the broker was appointed to represent, but the broker's designated broker and any managing broker responsible for the supervision Of those brokers are limited dual agents.



DURATION OF AGENCY RELATIONSHIP

Once established, an agency relationship continues until the earliest of the following:

1. Completion of performance by the broker;
2. Expiration of the term agreed upon by the parties;
3. Termination of the relationship by mutual agreement of the parties; or
4. Termination of the relationship by notice from either party to the other. However, such a termination does not affect the contractual rights of either party.

WRITTEN SERVICES AGREEMENT

A written services agreement between the firm and principal must contain the following:

1. The term (duration) Of the agreement;
2. Name Of the broker(s) appointed to act as an agent for the principal;
3. Whether the agency relationship is exclusive (which does not allow the principal to enter into an agency relationship with another firm during the term) or nonexclusive (which allows the principal to enter into an agency relationship with multiple firms at the same time);
4. Whether the principal consents to limited dual agency;
5. The terms Of compensation;
6. In an agreement with a buyer, whether the broker agrees to Show a property when there is no agreement or Offer by any party or firm to pay compensation to the broker's firm; and
7. Any Other agreements between the parties.

A BROKERS DUTIES TO ALL PARTIES

A broker owes the following duties to all parties in a transaction:

1. To exercise reasonable skill and care;
2. To deal honestly and in good faith;
3. To timely present all written offers, written notices, and Other written communications to and from either party;
4. To disclose all existing material facts known by the broker and not apparent or readily ascertainable to a party. A material fact includes information that substantially adversely affects the value of the property or a party's ability to perform its obligations in a transaction, or operates to materially impair or defeat the purpose Of the transaction. However, a broker does not have any duty to investigate matters that the broker has not agreed to investigate;
5. To account in a timely manner for all money and property received from or on behalf of either party;
6. To provide this pamphlet to all parties to whom the broker renders real estate brokerage services and to any unrepresented party;
7. To disclose in writing who the broker represents; and
8. To disclose in writing any terms of compensation offered by a party or a real estate firm to a real estate firm representing another party.

A BROKERS DUTIES TO THE BUYER OR SELLER

A broker owes the following duties to their principal (either the buyer or seller):

1. To be loyal to their principal by taking no action that is adverse or detrimental to their principal's interest in a transaction;
2. To timely disclose to their principal any conflicts of interest;
3. To advise their principal to seek expert advice on matters relating to the transaction that are beyond the broker's expertise;
4. To not disclose any confidential information from or about their principal; and
5. To make a good faith and continuous effort to find a for the buyer or to find a buyer for the seller's property, until the principal has entered a for the purchaæ or sale of or as agreed otherwise in writing.

LIMITED DUAL AGENT DUTIES

A limited dual agent may not advocate terms favorable to one principal to the detriment of the other principal. A broker, acting as a limited dual agent, owes the following duties to both the buyer and seller:

1. To take no action that is adverse or detrimental to either principal's interest in a transaction;
2. To timely disclose to both principals any conflicts Of interest;
3. To advise both principals to seek expert advice on matters relating to the transaction that are beyond the limited dual agent's expertise;
4. To not disclose any confidential information from or about either principal; and
5. To make a good faith and continuous effort to find a property for the buyer and to find a buyer for the seller's property, until the principals have entered a contract for the purchase or sale Of property or as agreed otherwise in writing.

COMPENSATION

In any real estate transaction, a firm's compensation may be paid by the seller, the buyer, a third party, or by sharing the compensation between firms. TO receive compensation from any party, a firm must have a written services agreement with the party the firm represents (or provide a "Compensation Disclosure" to the buyer in a transaction for commercial real estate).

A services agreement must contain the following regarding compensation:

1. The amount the principal agrees to the firm for brokers as an agent or limited dual agent;
2. The principal's consent, if any, and any terms Of such consent, to compensation sharing between firms and parties; and
3. The principal's consent, if any, and any terms Of such consent, to compensation Of the firm by more than one party.

SHORT SALES

A short sale* is a transaction where the seller's proceeds from the sale are insufficient to cover seller's obligations at closing (e.g., the seller's outstanding mortgage is greater than the sale price). If a sale is a short sale, the seller's real estate firm must disclose to the seller that the decision by any beneficiary or mortgagee, to release its interest in the property for less than the amount the seller owes to allow the sale to proceed, does not automatically relieve the seller of the obligation to pay any debt or costs remaining at closing, including real estate firms' compensation.



BUYER BROKERAGE SERVICES AGREEMENT

BUYER: _____

BROKER(S): Tyler Staples BROKERAGE FIRM: Windermere Real Estate/East Inc.

EXCLUDED INCLUDED PROPERTIES OR AREAS: _____

1. **TERMINATION.** This Agreement will expire 90 _____ days (60 days if not filled in) from mutual execution ("Term"). If, during the Term, Buyer is a party to a purchase and sale agreement in which Broker represents Buyer then the Term shall be extended to closing or termination of such agreement.

2. **AGENCY.**

a. **Pamphlet.** Buyer acknowledges receipt of the pamphlet entitled "Real Estate Brokerage in Washington."

b. **Broker Appointment.** Firm appoints the above-named Broker(s) to represent Buyer. This Agreement creates an agency relationship with Broker(s) and any of Firm's managing brokers who supervise Broker(s). Firm may appoint additional brokers to represent Buyer.

c. **Agency Relationship.** Firm and Broker's agency relationship with Buyer shall be ("Exclusive" if neither is checked):

Exclusive: Buyer may not enter into an agency relationship with other real estate firms or brokers during the Term.

Non-Exclusive: Buyer may enter into non-exclusive agency relationships with other real estate firms and brokers during the Term.

3. **LIMITED DUAL AGENCY.**

a. **Broker Limited Dual Agency.** If initialed below, Buyer consents to Broker and Firm's supervisory broker(s) acting as limited dual agents. Buyer acknowledges that as a limited dual agent, RCW 18.86.060 prohibits Broker from advocating terms favorable to Buyer to the detriment of the seller and further limits Broker's representation of Buyer.

Buyer's Initials

DATE

Buyer's Initials

DATE

b. **Firm Limited Dual Agency.** Buyer consents to Firm's supervisory broker(s) acting as a limited dual agent in a transaction in which different brokers affiliated with Firm represent different parties.

AMENDMENT TO BUYER BROKERAGE SERVICES AGREEMENT

This amends the Buyer Brokerage Services Agreement ("Agreement") dated _____ between the following parties:

BUYER: _____

BROKER(S): Tyler Staples _____ **BROKERAGE FIRM:** Windermere Real Estate/East Inc. _____

- Extension of Initial Term.** The Term is extended to _____
- Change to Exclusive Agency.** Firm and Broker's agency relationship with Buyer shall change to exclusive.
- Co-Buyer Broker.** Firm appoints _____ ("Co-Buyer Broker") to represent Buyer in the purchase of real property with Broker until _____ (the Term set forth in the Agreement if not filled in). The Agreement creates an agency relationship with Co-Buyer Broker(s) and any of Firm's managing brokers who supervise Broker(s).
- Co-Buyer Broker Limited Dual Agency.** If initialed below, Buyer consents to Co-Buyer Broker and Firm's supervisory broker(s) acting as limited dual agents. Buyer acknowledges that as a limited dual agent, RCW 18.86.060 prohibits Broker from advocating terms favorable to Buyer to the detriment of the seller and further limits Broker's representation of Buyer.

Buyer's Initials

DATE

Buyer's Initials

DATE

- Compensation to Firm.** The compensation to Firm set forth in the Agreement is amended as follows:

Amount offered by seller or _____ % of purchase price, whichever is greater, with Buyer paying any difference;

_____ % of purchase price which will be paid by Buyer;

Amount offered by seller;

Other: _____

- Other Terms.** _____

BUYER **DATE**

BROKER **DATE**
On Behalf of Broker and Firm

BUYER **DATE**



TYLER STAPLES / TEAM LEAD

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