

BUYER REPRESENTATION GUIDE



PERSONAL PLANNER

John W Stewart

International Property Specialist



John W Stewart
CIPS, SRES



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A warm welcome



THE GOLDEN RULE

I live my life guided by the principle of treating others as I would like to be treated.

CLEAR EXPECTATIONS

Let us be clear about our expectations of the process and each another. My business is built on the kind of goodwill that happens when people are given the time and space they need to know what is right for them.

MUTUAL PURPOSE

My purpose is to participate in the discovery of the next chapter of your life and to be a catalyst to get there with peace of mind. What's your purpose?

Thank you for the gift of your time to share your story with me.

— John Stewart

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John Stewart—Your advocate



John's energy and enthusiasm spark a spirit of adventure.

PROFESSIONAL RECOGNITION

- Certified International Property Specialist (CIPS)
- Seniors Real Estate Specialist (SRES)
- Transnational Referral Certification (TRC)
- Coldwell Banker Sterling Society 2007

ACTIVE MEMBERSHIP

- National Association of Realtors®
- Washington Realtors®
- Washington Realtors® International Council
- Seattle King County Associations of Realtors®
- Asian Real Estate Association of America
- World Affairs Council, Seattle

APPROACH AND STYLE

- Consult for understanding
- Educate to empower
- Nurture a relationship for open communication

MISSION STATEMENT

"I will support you and your plan to sell or purchase real estate anywhere in the Pacific Northwest or in many countries around the world. I will not participate in dual agency. My knowledge and experience in international and Pacific Northwest real estate markets will guide you or a friend through informed and confident real estate decisions.

— John Stewart

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References



JOIN JOHN'S GROUP OF SUCCESSFUL CLIENTS

These clients welcome your communication to share their experiences working with John.

CURRENT REFERENCES

William Brown & Sara Schott	206-329-2339	brownschott@msn.com
Jim & Carole Johnson	206-365-5911	jim-carole@msn.com
John & Linda Robinson	206-282-0095	jrobinson@entrix.com
Jared & Qin Qin Williams	206-370-0000	jaredw@arrisdi.com
Ann & Paul Lebel	858-353-1291	leslebel@hotmail.com
Cheryl & Kirby Cook	360-653-4841	ccook1122@yahoo.com
Steve & Diane Koslow	301-229-5522	stevkoslow@gmail.com
Lucy Choe & Eric Branch	206-330-8737	ichoe@shaw.ca

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John's system for your success



"Thank you for doing so much !!!!!!"

- Becky

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Where to begin



GATHER THE FACTS

- Clarify the reasons for your move.
- Assess the current value of your home and estimate seller's *net* proceeds at closing.
- Review the terms and conditions of your existing financial obligations.
 - Is there a prepayment penalty?
 - Is there an outstanding line of credit?

WEIGH THE FINANCIAL OPTIONS

Discuss strategies specific to your circumstances by considering:

- Tax ramifications
- Bridge loan versus line of credit
- Keeping your current home as rental property
- Buying contingent upon the sale of your home
- Buying subject to a pending sale on your home
- Renting for the short term while looking for the ideal next property

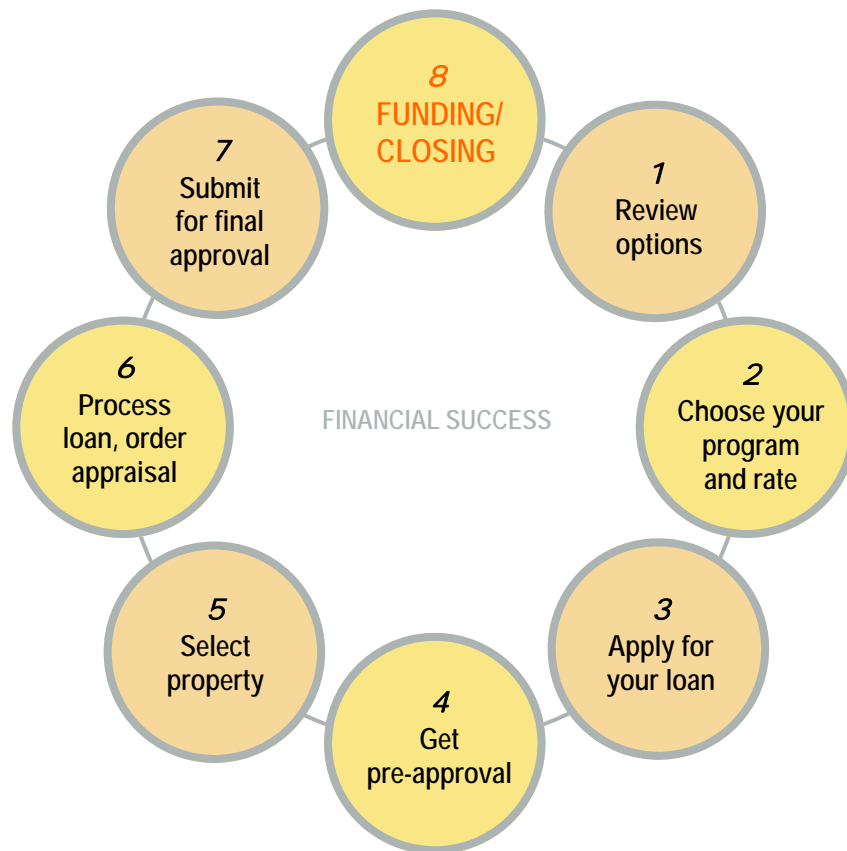
“When your cup is full...stop pouring”.

- Lao Tzu

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The loan process



When applying for a loan, you may need to supply:

- W2s
- List of revolving accounts
- Gift funds
- Last 3 months bank statements
- Child support, alimony, overtime
- If self-employed, last 2 years tax returns

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Seeing what counts



NAME ANSWERS QUESTIONS MANY DON'T EVEN KNOW TO ASK

Here is an overview of the many disclosures on the road to home ownership.

HOME LOAN FEES

Lenders are required to provide you with a copy of a Good Faith Estimate (GFE). This document itemizes the estimated costs to obtain your loan. John recommends that you bring your GFE to your escrow signing appointment. While the initial fees were estimates the final numbers should be relatively close to the projected ones.

CONDITION OF THE HOME

Sellers are required to disclose all known defects. John obtains a copy of The Seller's Real Property Disclosure Form on mutual acceptance of your offer or within three days. You are not obligated to complete your purchase unless you approve of all disclosures.

FINAL HOME CLOSING FEES

When you sign escrow closing documents you will receive a copy of a HUD 1 closing statement that itemizes the final costs of the sale (subject to last minute pro-ration corrections by the escrow company). It is your right and John will remind you at the appropriate time, to request a copy of this document to review *prior* to your signing appointment.

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Contractual safeguards



JOHN STRUCTURES ESCAPE CLAUSES FOR YOUR PROTECTION

John adds contingency clauses to your Purchase and Sale Agreement. These are contractual escape clauses that address important issues. If these issues do not meet with your approval, you are not obligated to complete the purchase.

CONSUMER CAVEAT: WATCH FOR THE WORDING

There are many choices for an agent to make when choosing a form document to prepare for your Purchase and Sale Agreement. For instance, the available forms for home inspections have clauses that lean toward the buyer or the seller. John educates you on the vital difference between a clause that requires written approval versus one that assumes approval when time lapses.

MAJOR AREAS OF CONTINGENCIES

Common timeframe:

3 days

5 days

7 days:

10 days:

14 days:

21 days:

30 days:

Issue:

Neighborhood review

Seller's Property Disclosure form 17

Review title policy

Finalize inspection

Complete lender appraisal

Lender letter of commitment

Schedule signing

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A proactive plan



TECHNOLOGY TO STREAMLINE THE SEARCH

As John's client you automatically receive new listings that meet with your criteria. You also get a heads up to prime properties that are soon to be listed. John networks with other top performing agents and taps into a grapevine of information.

A NETWORK OF AGENTS

John communicates with active listing agents to gain early access to new listings. These agents are targeted for their expertise in:

- Specific neighborhoods
- Specific price ranges
- Types of property
- Other niche markets

EXTRA MILE SERVICES

Here are additional strategies that John may use to locate your property:

- Direct mail to potential sellers
- E-mail notification to John's A-list of agents
- Announce your search preferences at sales meetings

"You can cut the flowers but you cannot keep spring from coming".

- Pablo Neruda

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A team approach



SHARED EXPECTATIONS

John:

Preliminary market report
MLS daily search
E-mail matches
Agent network
Give you hours/days to reach him
Arrange showings
Contact FSBOs you ask him
to call
Research solds
Research tax records
Complete sales contract
Attend inspection
Negotiate work orders
Send sale contract to lender
Monitor transaction due dates
Manage work order completion
Confirm your escrow appointment

Client:

Research neighborhoods
Attend open houses/conduct on-line searches
Review e-mail/drive by ASAP
Network with friends
Give John your hours/days to reach you
Have checkbook with you
Suggest "for sale by owners",
Review newspapers/Browse the internet
Consider the facts
Review research
Have authority to sign
Attend inspection
Review bids/promptly respond
Promptly sign lender documents
Promptly provide info requested
Inspect work order completion
Be accessible to sign closing papers

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The future is now



THE FUTURE IS NOW

The equity from our real estate investments often funds our life dreams. Let us consider your mid to long range plans now to structure a savvy financial transaction.

UPCOMING MILESTONES

What kind of life changes and timeframes do you anticipate?

- A child's education
- Assisted living arrangements for parents
- Personal travel
- A vacation home

What else?

"You can only see your reflection in clear water.

- Tao wisdom

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Automatic new listings



THE BEST OF THE BEST— DELIVERED DAILY

John gives you access to the best new listings at www.nwhome.us.

Sign-up and save your searches. Know that many people find their own properties and John's primary value is as your advocate, negotiator and transaction manager.

The following search criteria are input into the multiple listing internet service:

Price range: _____

MLS areas: _____

Cities: _____

Maps/grids: _____

Styles: _____

Bedrooms/baths: _____

Square feet home/lot: _____

Special remarks: _____

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Call John about any home



EXCLUSIVELY FOR SALE, NOT EXACTLY

The words “Exclusively for Sale By” refer to the type of listing agreement where the listing agent is paid no matter which agent (from any company) sells the home.

Call John when you:

- See any “For sale” sign through any real estate company
- See a ‘for sale’ by owner
- Browse the Internet
- See ads in newspapers and magazines
- Attend an open house by any real estate company
- Hear of friends or acquaintances thinking of selling
- Are interested in a property anywhere



John advises you to determine property value, negotiates to your advantage and manages all the details to place you safely at the closing table.



New construction

Be sure to fill-in the on-site guest form and note John as your buyer’s agent. This makes it clear to the “site agent” that you have representation in the event of a purchase.

“Be who you are and say what you feel as those who mind don’t matter and those who matter don’t mind

- Dr Seuss

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Presenting offers—how to win



STRATEGIES FOR SUCCESS

John's strategies decrease the possibility of overpaying and increase the odds of your offer being accepted. Here are a few of his methods:

- Research why the property is up for sale
- Construct an accurate assessment of market value
- Structure a tight sales contract and pre-plan the satisfaction of contingencies

GAIN AN ADVANTAGE

John has a thorough approach in these pivotal areas (overlooked by most agents):

- Communicate in-person with the listing agent to establish vital rapport
- Present your offer in person (when allowed) to gain an advantage
- Anticipate the seller's response *before* arriving at the negotiation table

“Seek not to follow in the footsteps of the wise...seek what they sought.

- Matsuo Basho

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Home inspection



THE TRUE PROPERTY CONDITION

John recommends you hire a certified home inspector to learn the true condition of any property. Fees typically range between \$250 and \$400 depending on the actual size of the home.

HOW TO CHOOSE AN INSPECTOR

Here are some qualifications to look for in a home inspector:

- Certifications
- Education
- Availability

For your convenience here are some reputable inspectors who provide a written report at the time of the inspection.

HOME INSPECTORS

Steve Glen, Legacy Home Inspections	425-941-2269
Don Hartman, Hartman Home Inspections	206-937-6359
Todd Peterson, Peterson Home Inspection	425-750-2201

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Transaction calendar

First Month						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	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				

JOHN REDUCES YOUR STRESS BY KEEPING YOU INFORMED

Here is a sequential list of common transaction milestones:

- Day 1: Mutual acceptance
- Day 2: Deposit earnest money
- Day 4: Neighborhood review
- Day 8: Loan application, insurance application, title review
- Day 11: Complete inspection
- Day 12: Loan appraisal and condo re-sale certificate review
- Day 16: Insurance binder
- Day 18: Arrange utility transfer
- Day 22: Loan commitment
- Day 27: Sign papers
- Day 30: Closing date, possession

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Your personal service team



AVOID SURPRISES

John directs a team of professionals to expedite the review of title and solve issues such as: easements, encroachments, death certificates, foreclosures, judgments, delinquent taxes, and other issues that can delay the closing of your property sale.

ACHIEVE YOUR GOAL

John's team is highly regarded for its: efficiency, accuracy, accountability, accessibility, creative solutions and positive attitude.

BE IN THE KNOW

Each individual team member responds to your questions in a timely fashion.

CLOSING TEAM MEMBERS

Randy Porter, Loan Officer, Landover Mortgage	206-696-6099
Jan Anderson, Title Officer, Rainier Title Co.	206-361-1010
Angie Balconi/Davis, LPO, Escrow Professionals	425-467-4174

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Looking ahead



JOHN KEEPS IT SIMPLE

Relax, John stays in close touch and reminds you of what is needed next.

ITEMS TO COMPLETE:

TARGET DATE:

_____	_____
_____	_____
_____	_____

WHAT TO EXPECT NEXT:

TARGET DATE:

_____	_____
_____	_____
_____	_____

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Spread the good word



THANKS FOR YOUR REFERRALS

My business continues to grow based on referrals from great people like you.

— John Stewart