

REALSIMPLE PLAN FOR BUYERS



Don Jaques
REALTOR®

Working together, we will do the following...

1 DISCOVER WHICH OPTIONS ARE BEST FOR YOU

- **Consult with me to clarify details of your home dream.** What are you trying to solve about your current living situation? What areas are you interested in? What types of homes would work for you (or NOT)?
- **Learn the steps in the Home Buying Process.** There's no way around it - buying real estate is an involved process with many steps and several key players that are involved. I'll help you get familiarized with the big picture.
- **Get referred to a great lender and get pre-qualified for a mortgage.** Unless you have cash to purchase your home, you'll need to provide a lender access to your employment history, income sources, credit history, and current debts. They will run the numbers and tell you what type of loan programs you qualify for and what amount you can be approved for.

2 CREATE A PERSONALIZED STEP-BY-STEP PLAN

- **Sign buyer brokerage agreement.** This step, required by the State of Washington, is the official start of your home search, and where you decide to hire me as your real estate agent. This agreement spells out how Real Estate brokers get paid, and where it comes from. In most cases the seller pays a real estate commission to the buyers' agent brokerage.
- **Set up your search parameters** and begin using your personal Compass Collection to keep track of potential homes you would like.
- **View homes!** This is where it gets exciting. I'll share all the information I can find about each home we view, as well as information about the neighborhood. After viewing each home I will ask you what you did and did not like about it, so I'll learn more about your tastes and we can hone your search.

COMPASS



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3 REACH MUTUAL AGREEMENT WITH A SELLER

- **Write an offer!** When you find the home you're dreaming of, I'll create an offer to present to the seller's agent. We'll discuss the price, negotiating strategy, earnest money, closing date, and terms of your home inspection. You will be protected and given several ways to get out of the contract if you learn information that makes the home unsatisfactory for you later.
- **Get the home inspected.** I'll recommend several home inspectors (you can hire any inspector you want) and we'll get the inspection scheduled. Once you receive the home inspection report we will negotiate with the seller about what was discovered and how to solve important issues.

4 WALK STEP BY STEP TO SOLD

- **Keep the paperwork moving.** You'll have lots of paperwork to complete with your lender and with the Title/Escrow company who will manage the movement of all funds. I'll make sure you're aware of all deadlines and remind you ahead of time.
- **Get packing and prepare to move.** I'll provide helpful tips on the packing and moving process, and can refer you to contractors who can help if you need it.
- **Get the transaction closed.** Once your loan receives final approval, we will set up a signing appointment with your escrow officer and you'll need to bring your funds required for closing. You'll sign a big stack of papers which will then be sent to Island County for recording (usually the next business day), and then we'll celebrate together as I hand you the keys to your Whidbey Dream Home!

COMPASS



WHAT YOU CAN EXPECT FROM ME



Don Jaques
REALTOR®

Serving people is a core value in my life.

GET TREATED WITH HONESTY and INTEGRITY

You will be educated in what to expect as a seller.

You will feel confident you're getting ethical answers to your questions.
You will have all the information you need to make YOUR best decisions.

HAVE A POSITIVE EXPERIENCE

Your questions and fears will be listened to and addressed.

You will never feel any sales pressure.

You'll be inspired to stay positive even when things don't go perfectly.

You will be able to reach me in a timely manner.

RECEIVE EXPERT GUIDANCE and SUCCEED!

You'll work with an experienced agent who has closed over 150 transactions.

You'll benefit from a skillful negotiator working on your behalf.

You will be connected with other experts helping you toward your goal.

You will go from anxious and stressed to
relieved and proud of what you accomplished.

Serving people is a core value in my life.

Serving people is also the heart of my business.

COMPASS

