



People-Focused, Performance-Driven Real Estate!



***INTERESTED IN BUYING A HOME?***  
***We would love to serve you!***

THEPNWTEAM.COM | 253-389-8961 | INFO@THEPNWTEAM.COM

## OUR MISSION

To raise the standard in real estate through people-focused, performance-driven service that brings joy to our clients and value to our community.

The PNW Team

## BUYING A HOME SHOULDN'T BE STRESSFUL

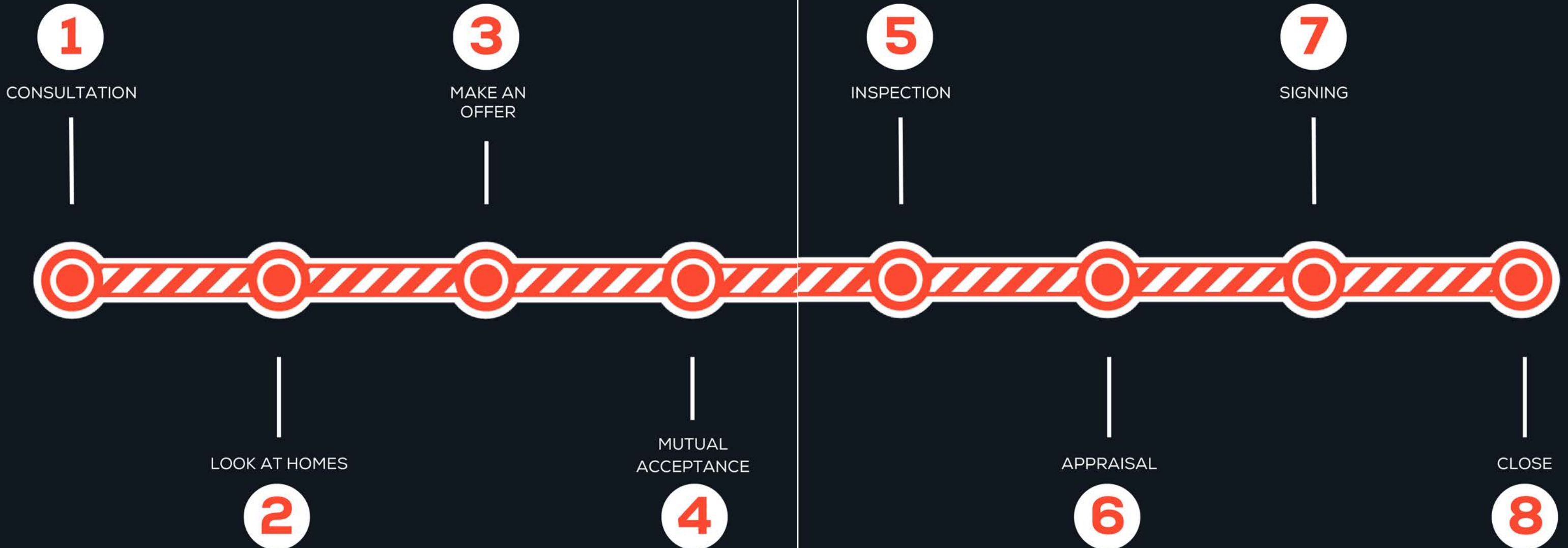
As a client focused company, we're committed to your satisfaction. We're confident that you will be happy with our performance, but if you're dissatisfied with our services, you may cancel at any time!

# INTRODUCING OUR TRANSACTION TRACKER

WE MAKE THE HOME BUYING PROCESS SIMPLE & SMOOTH!

From consultation to closing on your new home, we'll be sending you emails with informative videos that will explain every step of the process. Remember, these videos are meant to help guide you and in no way replaces our communication!

We're available to answer any questions you may have!



# PRE-APPROVAL

**BEFORE WE START:** If you want to qualify for a home loan, a mortgage lender must review your finances and state that you are eligible for a home loan.

## What to expect

Before issuing a pre-approval letter a mortgage lender will ask you questions about your income, savings, employment history, and recent taxes. They will run your credit if you are comparing rates between multiple lenders, it will only affect your credit if your report was pulled more than once beyond 30 days. The lender will also ask for supporting documentation such as paystubs, bank statements, and tax returns.

## What's expected

Your lender works off the information that you provide to issue the approval letter and process your loan. Therefore, open, clean, and timely communication with them is a must to help them work in your favor.

## What to avoid

- Don't rely solely on a pre-qualification letter.
  - Less reliable than a pre-approval letter.
  - Typically issued after only a credit check and before other financial documents are submitted or reviewed.
- Avoid giving information to third-party websites that claim to find you the best rates.
  - Typically your info will be sold to competing lenders, and you will be bombarded with calls and e-mails.
  - It's best to do your own research and select a few lenders to reach out to.
  - Your realtor will typically have recommendations for lenders as well. Any major financial changes in your life can lead to your loan being rejected. This would include...
    - Quitting your job
    - Applying for another loan
    - Moving large amounts of money

# 1

# CONSULTATION

Before you hire an agent, you'll want to meet with to make sure you are on the same page and that they can best represent you.

## What to expect

Expect to be asked why you want to buy, what things are important to you and what specific things that you need for your future home such as the number of bedrooms, bathrooms, etc. From there your agent will help you set up a home search based on your criteria and work with you to make a schedule for touring homes as they become available.

## What's expected

The consultation is typically 60 minutes. All deciding parties in the purchase should attend. Bring your approval letter if available!

## What to avoid

Avoid jumping into the process of looking at homes without a game plan!

## What to expect

Expect to see between 3 -5 homes per outing. For most people, once they've seen about five homes they have a relatively good understanding of what's available and are ready to make an offer when the right house comes up.

## What's expected

Most homes you tour will be owner or renter-occupied and will require your agent to schedule the showing with the occupant, sometimes 24 hours in advance. So, it's essential that you prioritize your list of homes with your agent a day prior.

## What to avoid

Avoid looking at too many homes in one outing, houses that you know won't be a good fit or homes that are out of your budget. This will make it more challenging to recognize the right home when you see it.

# 2

# LOOK AT HOMES

This is the fun part! You get to go with your agent to look at homes and start dreaming!

# 3

## MAKE AN OFFER

You have found a home that you would like to purchase, and you write an offer to the seller.

### What to expect

Your agent will discuss the terms of your offer and ways to structure it to keep your best interest in mind and at the same time make it appealing to the seller so that they accept it. Then they will write the offer using the standard MLS forms, and you will sign it. Your agent will present your offer to the listing agent, who will, in turn, give it to the seller. The seller may accept, reject, or counter your offer.

### What's expected

In some circumstances your agent will advise you that a lower offer would be wise and other times, especially when there are multiple buyers submitting offers, you may need to submit a higher offer to have a chance at getting the house.

### What to avoid

Avoid offers that contain many restrictive terms that will set you off on the wrong foot with the seller. Also, avoid sending an offer without an approval letter.



## DEPOSITING EARNEST MONEY

### What's earnest money?

Earnest money applies as a down payment. If you back out of the contract without a valid reason, the earnest money then goes to the seller as compensation for the time that they had their house off the market.

### Expect it to be 1% of the purchase

Or \$1,000 minimum, depending on what you have available and what you are comfortable with. It is typically a check made out to the escrow company. You have two business days after mutual acceptance to deliver it to the escrow company. Once delivered, it will be deposited right away.

### Avoid delays in depositing your earnest money

This could create a breach in contract. Be upfront with your agent about the amount that you are comfortable putting towards the deposit and keep that amount available in your accounts.



# 4

## MUTUAL ACCEPTANCE

CONGRATS! The seller accepted your offer and you are now officially under contract to purchase the home!

### What to expect

There are several timelines within the contract that you and the seller will need to adhere to. Your agent will communicate those to you as you move through the process so that you don't miss any deadlines and put the contract in jeopardy. What follows after mutual acceptance is submitting earnest money.

### What's expected

Pay attention and respond to all updates from your agent, lender, and title companies. Many people are working hard to make the closing process smooth and on time, and you, as the buyer, play a significant role in the process.

### What to avoid

Don't make any major purchases, change jobs, or pay off loans or credit cards without consulting with your lender first. Doing so could potentially disqualify you from your loan.



# 5

## INSPECTION

You will review the home with a qualified inspector so that you understand the home's condition.

### What to expect

The inspection usually costs between \$500-\$700 and takes 2-3 hours. They'll look at the foundation, roof, electrical, plumbing, HVAC system, siding, and overall condition of the property.

### What's expected

Payment for your home inspection is usually due at the time of service. After the home inspection, you'll review your inspection timelines and determine when you need to respond to the seller on your decision. Your options are:

- Accept the inspection contingency and move forward.
- Terminate the contract and keep your earnest money.
- Give notice of additional inspections per the inspection report.
- Ask for repairs or monetary compensation towards repairs.

Make sure to schedule your inspection with enough time to review and consider the inspection report without haste.



# 6

## APPRAISAL

The opportunity for the mortgage lender to ensure the property meets the value and condition required to provide a loan.

### What to expect

Once the inspection is satisfied, the lender will call the buyer to let them know they are ordering the appraisal. The lender will often ask for a credit card to hold on file for the appraisal cost.

### What's expected

Once the appraisal is cleared to be ordered, your lender and agent will keep you updated on the appraisal due date and when it is satisfied.

### What to avoid

Your agent will help you determine what some common concerns may be ahead of time. This will help you mitigate the potential of losing money on the inspection and the appraisal if the appraisal comes back with terms that are not able to be remedied or negotiated with the seller.

# 7

## SIGNING

Your final loan documents have been received by escrow and are now ready to be signed & recorded by your county.

### What to expect

The escrow company will typically call you within 24 hours of receiving and balancing your final loan documents with your lender. This is usually within 1-2 days of the expected closing date of the transaction.

### What's expected

The escrow company will usually ask you to meet at their office during their office hours. If you are out of town, we will work proactively to make sure a notary will meet at your location. Be sure to have your driver's license and another proof of identification on you for the meeting.

### What to avoid

As we get towards closing, remember to not make any changes in your spending habits, job, or any major financial purchases!

### Your lender will confirm

That they have everything they need to give title and escrow the clear to close and escrow will be reaching out soon to let you know, they have verified the final settlement statement.

### Expect a call from title & escrow

At this point, you will set up an appointment so that you can sign the final documents in order to close on your new home!

### Do NOT make any major financial changes

This includes taking out a loan or a big line of credit. Doing this can prevent you from qualifying for your loan. You have been careful up to this point, and you're almost to closing!

## FINAL LOAN APPROVAL

Once the value and condition of the property is verified, your lender will have everything they need to provide a loan for your home!

# 8

## CLOSED

Once your final check has been sent and recorded along with all conditions met; you are now ready to be handed the keys!



## GLOSSARY OF TERMS

**Appraisal** - An expert opinion on a property's market value. It provides the lender with assurance that the property will sell for at least the amount of money it is lending to a buyer.

**Buyer's Agent** - A realtor who works on behalf of someone who's looking to purchase a home.

**Closing** - The final step in the real estate transaction where the delivery of the deed, financial adjustments, and the disbursement of funds are completed.

**Closing Costs** - These costs vary depending on location, but they must be paid to cover the cost of the transaction. The costs are outside of the property's sale price, which usually includes a loan origination fee, insurance, escrow fees, etc.

**Closing Disclosure** - This document provides final details about the mortgage loan. It includes the loan terms, your projected monthly payments, and closing costs.

**Cloud on Title** - Anything that can invalidate a title which can come in the form of a document, lien, or encumbrance.

**Comparative Market Analysis (CMA)** - Analysis that compares the property for sale to other properties with similar characteristics to determine how much the property is worth.

**Contingencies** - Conditions or actions that must be met for a real estate transaction to go through. The purpose is to protect the buyer's interest.

**Deed** - This document shows that an owner of a piece of real property has title to that property. Once sent to the county for recording, the deed becomes part of the public records, and the property is transferred into the buyer's name.

**Earnest Money** - This money applies as a down payment. It is a deposit paid by the buyer to a seller of real estate property and shows the buyer's commitment to purchasing the property.

**Encumbrance** - A claim against, limitation on, or liability against a property. Includes liens, deed restrictions, easements, encroachments, and licenses. This can restrict the owner's ability to transfer title to the property or lessen its value.

**Escrow** - A neutral third party that provides one central place where all funds and documents may be deposited. Their primary purpose is to close the transaction according to the parties' instructions outlined in the contract

## GLOSSARY OF TERMS

**Home Warranty** - A warranty that covers the repair and replacement of significant appliances and systems such as plumbing and heating that break over time.

**Inspection** - A professional examination of the property's condition performed by a qualified home inspector.

**Interest** - The cost to borrow money for purchasing real estate. The rate is expressed as percentage of the total loan balance and is paid on a monthly basis until the loan is paid off.

**Liens** - A legal hold or claim on property that belongs to another individual until a debt is paid for.

**Listing** - Property that's put on the market to be sold.

**Listing Agent** - A realtor who works on behalf of someone looking to sell their property.

**Market Value** - The highest price a buyer would pay and the lowest price a seller would accept.

**Mortgage Lender** - An individual responsible for managing and servicing loans secured by mortgages on real estate property.

**Mortgage** - The monthly payment includes principal, interest, taxes, and insurance.

**Mutual Acceptance** - A joint contract is when the buyer and seller have agreed on all contract terms and have signed off on any changes that have been presented. This initiates the timeline for each contingency in the contract.

**Pre-Approval** - Written proof of the buyer's loan being granted as well as the loan estimate and how much money the bank will lend for a home purchase.

**Principal** - Excluding interest, the original amount of money of a loan.

**Private Mortgage Insurance (PMI)** - An insurance policy with the sole purpose of protecting the mortgage lender from any financial loss due to a buyer not being able to pay for their mortgage.

**Title Insurance** - An insurance policy that will protect the home buyer from financial losses or defects due to liens or encumbrances

**Underwriting** - Based on the appraisal report, the liabilities and risks involved determine if a mortgage loan is worth being accepted by a lender.

# WE LOVE TO GIVE BACK TO OUR COMMUNITY!

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*Pie Day!*



*Supporting  
Local Businesses!*



*Resort Giveaway!*



*School Staff  
Coffee Giveaway!*



*Volunteer Work!*



*Client Party!*



# WHAT OUR CLIENTS SAY ABOUT US!

Kevin Bates



"Nichole Frandanisa did such a FANTASTIC job for us as we NEEDED to maximize the sales price in our situation. That listing price drove 34 visits to the home within 3 days of listing and resulted in three competing offers in a RISING-rate environment within three days!"

Connie Adams



"Ronnie Woods is an amazing agent and his team worked with us and explained every step of the home buying experience with us so that we would feel comfortable and taken care of. We got pre-approved and into our new home in a very short period of time!"

Gina Olmstead



"Best home buying experience! Josh was the best to work with. He helped us navigate and jump into the crazy market in Puyallup and find our home. He was patient, responsive, understanding, knowledgeable, friendly, professional, and truly cared about helping us through the entire process."

Tiffany Anne



"The PNW team is without a doubt the best in the business. They helped my husband and I buy our first home. They walked us through step by step in the details. Answered all of our questions (and trust me there was a lot) and even have sent us gifts. So thankful for them. I would suggest them to anyone and everyone."

Alisha Keys



"The PNW Team helped me and my husband out tremendously. I would highly recommend them. My agent was always there when I called to answer any questions. And made the process of buying our new home as smooth as possible."

Rachel Glaittli



"Jacob Loden is one of the most animated people I've ever met. He puts his heart and genuine enthusiasm into whatever he does. He won't just find you a house. He'll find you THE house."



# WHY HIRING A TEAM IS BETTER!

*A dedicated team to serve you!*



Real Estate  
Experts



Transaction  
Tracking



Concierge  
Service



Media  
Team

Ask us about our flexible commission packages  
by giving us a call at

**(253) 389-8961**

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Or e-mail us at

**[info@thepnwteam.com](mailto:info@thepnwteam.com)**

Want to see more?  
Check us out online!





EQUAL HOUSING  
OPPORTUNITY

**TIMBER**  
REAL ESTATE



REALTOR®

In addition to the personal attention and the level of service offered by The PNW Team, all of the resources and tools from an independent real estate brokerage that truly cares about the Pacific Northwest community, Timber Real Estate.

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