



# Buying Your Home



**SOLD**  
Windermere  
The Dobrinski Team  
253-380-7702



**BEST IN INDUSTRY  
BUYING PROCESS**



**LOCALLY OWNED &  
OPERATED**



**HOME SEARCH TOOLS**



**SETTING THE STANDARD**



**EXTENSIVE ARRAY OF  
SERVICES**



**REALTORS® WHO  
UNDERSTAND YOUR  
UNIQUE BUYING NEEDS**

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# OVERVIEW OF THE Buying Process



## Preparing Before You Buy

- ◆ Pre-approval guidance
- ◆ Earnest money discussion
- ◆ Buying interview to determine your goals
- ◆ Provide local area knowledge and resources
- ◆ Buyer's agency representation



## Early Insights for Our Process

- ◆ Generate statistical market overview
- ◆ Manual and automated inventory search setup
- ◆ Provide community tours
- ◆ Schedule and show homes
- ◆ Offer discussions on property pros/cons & criteria
- ◆ Provide comparative market analysis for target properties



## Writing the Offer

- ◆ Prepare a competitive offer
- ◆ Discuss possible multiple offer situations and best strategies
- ◆ Review and discuss all aspects of your contract



## Going Under Contract

Negotiate all aspects on your behalf, including:

- ◆ Price
- ◆ Contingencies
- ◆ Inclusions and exclusions
- ◆ Inspection, appraisal, and title resolution
- ◆ Closing and possession date





Communication



Buyers agency representation ensures that we will thoroughly communicate with all parties, including:

- ◆ Inspection and appraisal coordination
- ◆ Title and escrow facilitation
- ◆ Facilitate closing procedures and timeline management
- ◆ Negotiation of all associated contracts
- ◆ Guide and counsel you from beginning through possession
- ◆ Facilitate transfer of keys

Once the path to closing has completed and you own your home, we will continue to be your resource.



# Why Windermere?



## SETTING THE STANDARD

We deliver the best in our industry, including:

- ◆ Exceptional Service
- ◆ Unsurpassed Integrity
- ◆ A Strict Code of Ethics
- ◆ Premium Tools and Services
- ◆ Marketing Expertise
- ◆ Top-Level Negotiation Skills
- ◆ Contract Management Expertise



## WE ARE LOCAL

- ◆ Neighborhood Insight
- ◆ Locally Owned and Operated
- ◆ Committed to Our Community



## STATISTICS

Using Up-to-the-Minute Market Data to Make Informed Decisions.

### SUNRISE NEIGHBORHOOD

Puyallup, WA

- 15 Active Listings
- 54 Pending Sales
- 58 Sold Properties (in past 90 days)
- 366% Chance Of Selling

Average price for active properties is \$432,450  
Average days on market for active properties is 30 days

Average price for pending properties is \$424,950  
Average days on market for pending properties is 10 days

Average price for sold properties (past 90 days) is \$578,876  
Average days on market for sold properties is 9 days

.8 (< 1 Month) of Inventory

**The Dobrinski Team**  
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## HOME SEARCH TOOLS

### NWMLS

- ◆ Customized Searches (Manual and Automated)
- ◆ Virtual Home Tours

### WINDERMEREPC.COM

- ◆ In-Depth Pierce County Information
- ◆ Popular Searches and Open House Search
- ◆ Neighborhood Page Resources

Featured listings, neighborhood videos, photos, and links to local resources for popular spots, crime, schools, and transportation.

- ◆ *How to Buy A Home* Educational Blog Series

### OPEN HOUSES

Great opportunity to tour homes (in person or digitally) and gather insight. Let's talk pros/cons!





Windermere Professional Partners  
combines personal magnetism  
with strong values. We are:

**ENTHUSIASTIC**

**KNOWLEDGEABLE**

**DISCIPLINED**

**THOUGHTFUL**

**DYNAMIC**

We are authentic, we are leaders.





# Winning Offer Strategies

## PRICE



- No upper limit
- Upper limit: \$ \_\_\_\_\_
- Escalation amount\*: \$ \_\_\_\_\_
- Above list: \$ \_\_\_\_\_
- At list
- Below list

\*Over highest verifiable offer

## FINANCING



- Cash
- Release of earnest money
- Down Payment: \_\_\_\_\_ %
- 95% Financing FHA
- 100% Financing | USDA/VA
- Seller concessions

## INSPECTION



- Won't do an inspection
- Inspection, but take "as is"
- Inspection but waive items under \$ \_\_\_\_\_
- Inspection for main components only
- Full inspection

## APPRAISAL



- Waive appraisal
- Will bring up to \$ \_\_\_\_\_ difference
- Must appraise to list, will bring \$ \_\_\_\_\_
- Must appraise to list price
- Must appraise to sales price

## TIMING



- Close and rent back to seller
- Close per seller's timeline
- Close in 30 days or less
- Close in 45 days or more
- Close contingent on sale of buyer's home

## SELLER EXPENSES



- Seller home warranty
- Assume sewer capacity charge
- Buyer removes trash
- Buyer to clean

## OTHER

Inclusions:  Per list     More than list  
Exclusions:  Per list     More than list

Seller Rents Back at:  No cost  
 No deposit  
 Loan per diem

Number of days:



# Our Services

Thank you for considering us as your buyer agents. Helping you purchase a home is our pleasure. We will do our very best to ensure the process goes smoothly and culminates with optimal results. Choosing to buy with The Dobrinski Team, with Windermere Professional Partners, ensures that you will receive the best possible service and depth of information available to you.

## BUYER NEEDS

- ◆ Discuss & Document Your Goals & Needs
- ◆ Complete Client Profile Questionnaire
- ◆ Provide Laws of Real Estate Agency Pamphlets
- ◆ Refer You To Our Preferred Lenders & Mortgage Brokers / Contact Your Lender

## MARKET INSIGHT

- ◆ Provide Market Overview
- ◆ Show Comparative Analysis Of Homes That Meet Your Criteria
- ◆ Provide Resources for Neighborhood Information & Conduct A Community Tour

## PREVIEW HOMES

- ◆ Set Up Your Customized Property Search & Email You Listings Within Your Criteria
- ◆ Promote Your Needs With Our Office Network & Personal Sphere
- ◆ Schedule Showings & Show You Homes

## CONTRACTS

- ◆ Upon Choosing A Home, Draft The Purchase & Sale Contract
- ◆ Explain Contracts Included With Offer (P & S, Buyer Agency Agreement, Required Disclosure Documents, Qualification Letter, Etc)
- ◆ Submit All Contracts & Ensure Signed Around Agreements

## STRATEGY & NEGOTIATION

- ◆ Upon Choosing A Home, Discuss Best Practices & Strategies For Securing Offer Acceptance
- ◆ Communicate with Listing Real Estate Broker Throughout Potential Negotiation Process
- ◆ Offer Ongoing Guidance & Options For Resolutions





## COMMUNICATION

- ◆ Explain Next Steps Of Buying Process
- ◆ Upon Mutual Acceptance Of Your Offer, Send Needed Documents To Lender, Title & Escrow
- ◆ Arrange Inspection & Guide You Through Inspection Timeline
- ◆ Discuss Inspection Results, Prepare & Submit Inspection Response
- ◆ Sign Around Inspection Response To Finalize Mutual
- ◆ Lender Orders Appraisal & Submits File To Underwriter
- ◆ Underwriter May Come Back With Conditions Needing To Be Met, Client(s) Provides Any Needed Items
- ◆ Relay All Information Thoroughly Back To You, Keeping You Informed On Timeline

## CLOSING

- ◆ Await For Confirmation Of Clear Title
- ◆ Closing Disclosure (CD) Prepared & Sent
- ◆ Lender Prepares Loan Documents & Sends To Escrow
- ◆ Escrow Arranges Signing Documents Around
- ◆ Loan Documents Sent Back To Lender For Final Review
- ◆ Loan Is Provided & Funds Distributed
- ◆ Escrow Records Transaction To County
- ◆ Funds Released To All Parties Involved (Title, Escrow, Lender, Real Estate Brokerages, Seller)
- ◆ As Your Buyer's Agent I Receive Final Confirmation Of Recordings & Receive Keys
- ◆ Provide You With Home Owners Insurance Referral
- ◆ Time to Celebrate & Provide You With Keys To Your New Home
- ◆ Client Satisfaction Survey Sent To You



# Our Team

## CUSTOMER SERVICE IS PARAMOUNT

When buying or selling a home, precise market knowledge, expert negotiation skills and exceptional customer service are key to a successful transaction! Any realtor can list your home or open the lockbox to view a home; few can take you through the selling process or purchasing process and provide the same level of experience and service that we offer. Further, our team will serve as your real estate “concierge”, providing you with a vast network of resources and services to assist you as you transition from one home to the next.

## ERIN'S QUALIFICATIONS

I'm a native of the Puget Sound, so I know this beautiful area well. Having been raised in Tacoma, I graduated from Bellarmine High School, then received my B.A. from Gonzaga University. As a former teacher, I bring the gifts of education, strong listening skills, patience and persistence, plus the desire to truly and best serve each person with whom I work.

As an experienced Windermere agent, I enjoy top-notch opportunities for the best education and state-of-the-art learning. Because of this, I am able to offer my clients experience and success in the areas of precise market knowledge, current technology, strong negotiating skills, effective communication, and comprehensive client education.

Additionally, I am super relational! If you've ever worked with me to buy or sell a home, then you know that I don't let you forget about me. I pop by to say hello, always with a little gift. My business is almost 100% referrals, and I love working with amazing people!

## PROFESSIONAL DESIGNATIONS

Accredited Buyer Representative (ABR)  
Senior Real Estate Specialist (SRES)

## TOM'S APPROACH

I have a more relaxed approach, and I try to exceed the expectations of what an agent's duties are. Years

ago, I was a server in a Mexican restaurant before the popularity of Mexican dining took. My approach was more of an interview process with my guests to find out what they liked and disliked so I could make suggestions on orders. The feeling of that personal touch set me apart from others and increased my overall focus on guest satisfaction.

I am someone who has the ability to easily conform to many different situations, constantly adjusting to the needs of my clients. Similarly, I understand that buying or selling a home is a very important part of someone's life and they need to know that their real estate agent will go the extra mile for them.

*Grab your slippers, settle into your favorite chair, put up your feet & relax!*

**That's our goal—for our clients to entrust us with the sale of their home or the purchase of their new home, free from worries.**





# Client Reviews

Using a business model of working by referral, we have the tremendous pleasure of meeting and serving the best clients! Real estate transactions are as unique as every individual and we take great pride in successfully meeting the needs of those with whom we work. Our clients' perspectives and feedback regarding success and satisfaction are of utmost importance to us. We invite all our clients to share testimonials about their experiences working with me. Here are the responses we have received:

## THIS TEAM INSPIRED CONFIDENCE

*"Everything went very smoothly with the sale of our home and we couldn't have been more pleased with the whole process, thanks to the entire Dobrinski Team. From advice and assistance with preparations, to attracting multiple buyers and selling for well over asking price, this team inspired confidence. Thank you!"*

**Kathy & Ty - Puyallup, WA**

## PROFESSIONAL ATTITUDE AND PERSONAL TOUCH

*"Erin Dobrinski was professional in all areas and provided us with up to date information regarding the sale of our property. She prepared extensive comparable property information and got us started on the right path. Erin was very patient with our questions and communicated clearly and often with the progress of the sale. We appreciated Erin's professional attitude and personal touch."*

**Nancy McIlraith - Orting, WA**

## GREAT JOB NEGOTIATING

*"We loved working with Erin! I was offered a great job opportunity that required a cross-country move and the sale of our house that we had purchased less than a year ago. Erin was able to help us sell the house in the needed timeframe and did a great job negotiating a deal that worked well for us and our buyer. We really appreciated her hard work, as well as all her advice for us as we went through the buying process on the other side of the country!"*

**Erin Moya - Charleston, SC**

## COMMUNICATIVE AND RELIABLE

*"We took a leap of faith after only ten months in our last home and couldn't have done it without Erin's expertise and Tom's help. We have so much trust in her ability to guide us through any selling/buying situation. She never lets a communication get by her and she goes above and beyond to make sure we have everything we need to make an informed decision. So grateful to work with both Erin and Tom again. They are amazing!"*

**Amy & Jeremy - Eatonville, WA**



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All in, for you.