

**PORTLAND**



**REAL ESTATE**  
*Consulting Inc.*



STEPS TO

# PURCHASING YOUR HOME

# MEET MELISSA



## LICENSED PRINCIPAL BROKER

Melissa has had a unique blend of real estate experience over the past 20 years. She's worked through several different fluctuations in the market, interest rates and changing financial conditions, and has learned strategies to create a winning outcome for her clients. Melissa's experience in new construction sales, vintage homes, and everything in between, has helped shaped the value she adds to each client's home sale process. There is no substitute for the experience and passion Melissa brings to the table.

Melissa's listings average less than 30 days on the market and bring her sellers top dollar. Melissa has experience working all over the Portland Metro area. She particularly enjoys the westside suburbs, The NW District, The Pearl District, and the close in east side walkable core neighborhoods, including up-and-coming neighborhoods like the Dekum Triangle, Montavilla and Woodstock, as well as some of Portland's favorites such as Alberta, Hawthorn, Sellwood, Mississippi, Irvington and others.

# MEET TIFFANY



## LICENSED REAL ESTATE BROKER

Tiffany Pool comes to our team with many years of experience working within the land development community doing everything from developing rural property, new construction, rehabbing and flipping homes, short term rentals including owning and operating a bed & breakfast, as well as preservation and restoration of historically sensitive properties. She's received awards from landmark and historic preservation commissions. She spent years as a personal assistant to a land surveyor, working with clients through all phases of the land use application process. She worked closely with commercial and residential developers, as well as various city, county, and state planning and engineering departments. Tiffany decided to start a new adventure and move to Portland to be closer to her son, daughter-in-law and grandchildren. She wanted to expand on her love of real estate by becoming a licensed broker. Her many years as a small business owner give her the management and negotiating skills to take care of her clients whether they are buying or selling a home.

CONTACT TIFFANY AT 541.301.4880 OR [TIFFANYPOOLREALESTATE@GMAIL.COM](mailto:TIFFANYPOOLREALESTATE@GMAIL.COM)

# MEET JESSICA



## LICENSED REAL ESTATE BROKER

Jessica brings to her position as a broker nearly two decades of experience working closely with clients to achieve their goals, with a unique ability to intuitively understand what is needed to achieve them. Jessica's ability to connect with people, ask the right questions, respond promptly, and be a sounding board has continually made her a client favorite year after year. She brings a unique blend of her prior experience as a doctoral-level researcher and evaluator and that of buying and selling real estate in the Portland area, including primary residences, investment homes, and second homes. Her love for real estate brings together her three favorite things: people, information, and strategizing. Having gone through several personal real estate transactions throughout Portland, she has a deep understanding not only of how the process works, but how it feels for both a buyer and a seller. She will work closely with you every step of the way to ensure that the buying or selling process is seamless, that you are informed, and that you are thrilled with your experience.

CONTACT JESSICA AT 831.535.8942 OR [JESSICAPOLREALESTATE@GMAIL.COM](mailto:JESSICAPOLREALESTATE@GMAIL.COM)

# MEET ERIN



## LICENSED REAL ESTATE BROKER

Erin's business is about service, she is not happy until you are happy. She is focused on client satisfaction. She will listen to your needs and wants to establish your goals and objectives. As a former finance manager, Erin understands all aspects of the buying and selling process and is an incredible resource for her clients. Her client dedication and love of helping others are what motivate her the most. Erin believes in building a trusting relationship by listening and comprehending each client's unique circumstances.

Buying a home is one of the biggest commitments of your life – both financially and emotionally. Whether this is your first home or you are a seasoned homebuyer, the experience can seem overwhelming! You need a Realtor who respects your decisions and who is willing to guide you through this fast paced market. She will work hard to continually keep you in the loop and successfully close your escrow.

Erin will be there from the beginning to the end of the process and will happily help you open the door to your new home. She wants to help make your dream a reality.

CONTACT ERIN AT 360.281.7984 OR [ERINMCFADINREALESTATE@GMAIL.COM](mailto:ERINMCFADINREALESTATE@GMAIL.COM)

# BEFORE NEGOTIATION

**01**

Meet with your realtor to discuss your goals.

**02**

Analyze your wants/needs list and identify your ideal neighborhood(s).

**03**

Meet with a lender to obtain your pre-approval.

**04**

Be placed on a property search that updates hourly.

**05**

Tour homes that fit your needs and budget.

**06**

Your realtor will write an offer on the Oregon state sales agreement.

**07**

Wait for a response - the sellers will have the option to accept, reject, or counter your offer. Typically within 24-48 hours.

# AFTER NEGOTIATION

**01**

Deposit earnest money - typically 1% of the sales price.

**02**

Perform a professional home inspection - typically 7-10 business days.

**03**

Negotiate any needed repairs.

**04**

Mortgage company to perform an appraisal.

**05**

Sign loan documents at the title company.

**06**

Receive keys - typically within 24-48 hours of signing.

**07**

Move into your new home as per the agreed upon possession date.



# PROPERTY SEARCH RESOURCES

The Regional Multiple Listing Service (RMLS) is a website realtors use to list properties for sale. Realtors have access to showing instructions, private remarks about the listing and many more details about the home. RMLS then broadcasts those listings to syndicated sites for buyers to view. We search for properties daily on your behalf via RMLS and suggest the following alternative sites for your personal online browsing as well.

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## 1 REDFIN

The Redfin website and mobile app are both a great tool for searching for a new home. Redfin scans for new inventory every hour and if you find a home you'd like to know more about, you can easily share it via text or email so we can help answer questions and set up a showing.

## 2 ZILLOW

Zillow is one of the most popular property search sites and many clients like the analytics it offers for each home as well as the site's usability. While it doesn't update as frequently as Redfin, it's still a fairly accurate representation of what's active on the market.

## 3 OUR FACEBOOK

Liking and following our Facebook page is a great way to stay in the know as we post real estate articles, new listings and more through that forum. To like and follow our page, you can visit:

**[www.facebook.com/melissasellsportland](https://www.facebook.com/melissasellsportland) and click the thumbs up icon.**

# NEGOTIATING THE OFFER

Once you've found "the one", we'll work together to write a purchase agreement. While much of the sales contract is standard legal language, there are a few important points we are able to negotiate:

1

## THE PRICE

What you decide to offer for a property depends on a number of factors; the home's condition, size, length of time on the market, buyer activity, and the urgency of the seller will all come into play. While it may be tempting to make a low offer to "test" the seller, this can often backfire, causing the seller to take insult and decide not to negotiate at all. We'll go over a variety of price scenarios together and decide what makes the most sense for you.

If you'll be funding your home purchase with a loan, the closing date will need to be far enough out to allow the loan process to take place. Beyond that, the seller may have additional motivators when it comes to closing and possession date. If you can be flexible on the possession date, the seller may be more likely to choose your offers over others.

## CLOSING & POSSESSION DATE

2

3

## PERSONAL PROPERTY

The seller will often plan on leaving major appliances in the home like dishwasher, washer/dryer, oven, etc.; however, which items stay or go is often a matter of negotiation and we're able to write in additional items if they're a high priority to you, such as window coverings, custom fixtures, etc.

Once the offer is fully drafted; our team will present it to the listing agent and/or seller on your behalf. The seller will have the option to accept the offer, reject it outright or counter offer with changes. The counter offer is by far the most common. In these cases, R XU experience and negotiating skills become powerful in representing y our best interests. When a counter offer is presented, we'll review each change mad e to t he offer, ensuring we move forward with your goals in mind an d re-negotiating if need b e to ensure you're get ting the best possible price and terms.

## OFFER PRESENTATION & RESPONSE

4

# HOME INSPECTION

## WHAT AN INSPECTION IS

If you're purchasing a resale property, we highly recommend you have a professional home inspector conduct a thorough inspection. This inspection is essential to getting to know the ins and outs of your future home. A professional home inspection will include a thorough look at the home's appliances, plumbing, electrical, HVAC systems, ventilation, roof, attic, foundation, mold presence, crawlspace and general structure. Additional inspections you'll want to perform include a full sewer scope and radon test of the home.

## WHAT AN INSPECTION ISN'T

The inspection is not designed to criticize every minor problem or defect in the home. Its purpose is simply to report on any damage or issues that require repair. Should serious problems with the home show up during the inspection, the inspector may recommend that other professional inspectors, such as a structural engineer, look at the property as well.

## WHAT YOU SHOULD KNOW

The home cannot "pass" or "fail" an inspection and your inspector won't offer his/her opinion on what the home is worth. The inspector's job is simply to point out repairs that are recommended or necessary. We recommend being present for the last hour of the inspection. This helps you clearly understand the inspection report and is the perfect opportunity to ask any questions you may have about the inspection, tips for maintenance and any other relevant information. Most importantly, you'll be able to see the home through the eyes of an objective third party. Need a professional recommendation? We are happy to recommend inspection companies that have done a great job for past clients.

## THINKING ABOUT REPAIRS

The seller may be willing to negotiate completion of all or some repairs or can offer a credit for completion of repairs. You may also decide the repairs needed are too extensive and choose to move on to another home option. Either way, a professional inspection will help you make a clear-headed decision so you can make the best choice for yourself and your circumstances.

# HOW DOES MY REALTOR GET PAID?

You may be surprised to find out how the payment structure works for those looking to purchase a home versus those looking to list a home:

## HOW DOES IT WORK?

As a buyer, the realtor who helps you find your home and negotiate the deal to a successful closing gets paid by the listing company. Buyer's agents get a portion of the total commission the seller pays the listing company to market their home. This means that as a buyer, you get the experience, knowledge and help of a professional real estate agent without paying anything for their time. The time spent searching for the right home, making appointments and showing you properties, researching HOAs, writing the contract and negotiating on your behalf, attending the home inspection and answering questions before handing over your keys is all paid for by someone else. We think that's a pretty great deal!

## CURIOUS HOW YOU CAN PAY IT FORWARD?

We believe in offering value, which means we work just as hard on the buy side as we do on the sell side. If you'd like to pay it forward for the services we offered on the buy side, we'd love to be your first phone call when you decide to sell your home in the years to come. At this time, you'll be the one paying the total commission to have a realtor market your home with a portion going to the agent who represents the buyer purchasing your home.

**IF THIS IS STILL UNCLEAR TO YOU, PLEASE DON'T HESITATE TO REACH OUT TO ONE OF OUR TEAM MEMBERS. WE'D LOVE TO ADDRESS ANY QUESTIONS YOU MAY HAVE.**

# FREQUENTLY ASKED QUESTIONS

## 1. HOW WILL YOU TELL ME ABOUT THE NEWEST HOMES AVAILABLE?

The Multiple Listing Service website provides up-to-date information for every home on the market. We constantly check the "New on Market" list to ensure our clients never miss an opportunity. This information is sent to you right away in the way that is most convenient for you, whether that's by phone or email.

## 2. WILL YOU INFORM ME OF HOMES FROM ALL REAL ESTATE COMPANIES OR ONLY HOMES FROM YOUR BROKERAGE?

We keep you informed of all homes available through any brokerage. We care about helping you find your dream home, which means staying on top of every home that's available on the market.

## 3. CAN YOU HELP ME FIND NEW CONSTRUCTION HOMES?

Yes, we can work with most builders and get you the information you need to make a decision. On your first visit with the builder, one of our team members will accompany you. By using our services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost.

## 4. HOW DOES FOR SALE BY OWNER (FSBO) WORK?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving money. If you see a FSBO and want the advantages of our services, let us contact the owner for you and make an appointment. The homeowner will often be willing to work with an agent even though their home is not listed since the agent is introducing a potential buyer to their property.

# FREQUENTLY ASKED QUESTIONS

## 5. CAN WE GO BACK THROUGH OUR PROPERTY AGAIN ONCE AN OFFER IS MADE, BUT BEFORE POSSESSION?

Usually we can notify the seller and schedule a convenient time to visit the property again. Immediately before the closing, we will schedule a final walk-through and inspection of your new home.

## 6. ONCE MY OFFER IS ACCEPTED, WHAT SHOULD I DO?

Step one: CELEBRATE! To see the next steps, you can review the "Contract to Close" info in this packet. Once all the contingencies of your transaction have cleared, your only job is to focus on moving into your new home. You'll want to schedule your move, pack items and notify businesses of your address change. We'll provide you with a moving checklist to help you remember all the details. We'll also give you a good faith estimate and HUD statement, which will help you prepare for closing.

## 7. HOW DOES WORKING WITH A REAL ESTATE TEAM BENEFIT ME INSTEAD OF JUST A SINGLE AGENT?

Working with a team means there will be someone to answer your call or show you homes that come on the market seven days a week. When you partner with a team, you have more resources working for you. Whether you see homes with Melissa, Tiffany or Jessica, all of us will be working hard on your behalf and available for you should you have any questions.

# GET IN TOUCH

*Learn more about our team history and activity or contact us today with questions about the process.*

## OUR WEB RESOURCES



**FACEBOOK:**

[facebook.com/melissasellsportland](https://facebook.com/melissasellsportland)



**ZILLOW:**

[zillow.com/profile/MelissaYrealtor](https://zillow.com/profile/MelissaYrealtor)



**WEBSITE:**

[www.PortlandRealEstateConsulting.com](http://www.PortlandRealEstateConsulting.com)

## OUR CONTACT INFORMATION

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