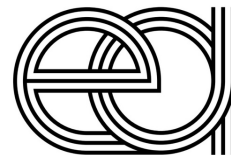


# YOUR BUYER'S GUIDE



real.  
RESIDENTIAL

# ERIC AKINES

The Greater Puget Sound is one of the most desirable real estate markets, and I know that navigating the buying process can seem challenging. However, with my expertise, breadth of knowledge, and national network, you are in dedicated and trustworthy hands with the REAL Residential team. I will guide and advise you during every step of the buying process.

How I support buyers:

- Provide real-time market insights and use my knowledge of on and off market listings to find homes that meet your criteria
- Share local expertise and tours of the area
- Help build your "buyers team" by connecting you with trusted financing organizations, vendors, etc
- In a competitive market, I can help get your offer accepted

Let me show you why I'm the right agent for you.



## REAL Residential TEAM'S PROVEN SUCCESS

- 235 Buyers represented in 2021
- 505 transactions during 2021
- \$889M sold in 2021
- #1 Team in King County in 2021
- #2 Team Nationally

# GREATER PUGET SOUND



## AREAS SERVICED

- Greater Seattle
- Mercer Island
- Bellevue/Kirkland
- Medina/Hunts Point/Yarrow Point

## REGIONAL MARKET REPORT - MAR 2022

- \$838K Average Sales Price\*
- 2,863 closed transactions\*
- 11 Average Days on Market\*

# The Process

## 01

### Find an Agent

Set up a time to sit down with me to discuss the neighborhoods you're considering and how I can help guide your search.

## 02

### Get Pre-Approved

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying the full price of your home in cash). I can recommend mortgage brokers. Based on your income and credit history, the mortgage broker will determine how much a bank will lend you, which will help determine the price range for your search.

## 03

### Visit Properties

Now is the time to consider your ideal home's location and amenities. You will attend viewings and open houses spanning a range of areas and property types. Additionally, I will activate notifications for exclusive Coming Soon and Off-Market properties as they hit the market.

## 04

### Submit an Offer

Once you identify a home you like, you can put in an offer, which is an agreement to pay a certain price for the home. This offer is packaged with a Proof of Funds (POF) and Pre-Approval Letter. Note: if your offer is lower than the list price or with terms not acceptable to the seller, the seller can return with a counter-offer price or acceptable terms, which you can accept, reject, or make another counter offer. I will provide advice throughout.



# 05

## Home Inspections

It is the buyer's duty to select all desired inspections and determine the overall condition of the property within the agreed timeline and contractual contingencies. You will also review the disclosures and preliminary title report. You may approve or negotiate credits/repairs. Prior to closing, remember to schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were done.

# 08

## Closing

Once all the conditions of the contract have been satisfied, the closing is held. The closing documents are signed, payment is exchanged, and you receive the keys to your new home!

# 09

## Welcome Home!

Congratulations!  
You are now a homeowner.

# 06

## Loan and Appraisal

Organize an appraisal with your bank. Your completed mortgage application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed Purchase Agreement. The bank then issues loan approval. Consequently, you'll wire the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

# 07

## Final Walkthrough

A final walkthrough of the property is scheduled and completed just before closing. The walkthrough confirms that no damage has been done to the home since the time of inspection and that the major systems and appliances are in working order.



# KEY TERMS

Get a better understanding of common real estate language and practices.

## **Appraisal**

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

## **Assessed Value**

Value placed upon property for property tax purposes by the tax collector.

## **Closing Costs**

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, and title insurance.

## **Contingency**

Certain criteria that have to be met in order to finalize the sale.

## **Debt-To-Income-Ratio**

The percentage of an individual's monthly gross income relative to the amount of debt owed.

## **Earnest Money Deposit (EMD)**

A good faith deposit the buyer makes with an offer to show that you are serious about buying the property. In exchange, the seller agrees to stop marketing the property.

## **Final Walkthrough**

The buyer reviews the house just before closing to make sure everything is in the same condition and that all home inspection items are fixed that were agreed upon during contract negotiation period.

## **Inspection**

An expert conducts a formal review of the property to find visible issues that need to be repaired. Buyers typically make their offers contingent on an inspection, but sellers can conduct a pre-offer inspection to appeal to buyers. The buyer may choose to do additional inspections like radon and a sewer scope.

## **Lien Search**

A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.

## **Pre-Approved**

Advanced approval from a bank or other lending institution for a home mortgage.

## **Pre-Qualified**

Potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved.

## **Title Insurance**

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property

## **Recording Fees**

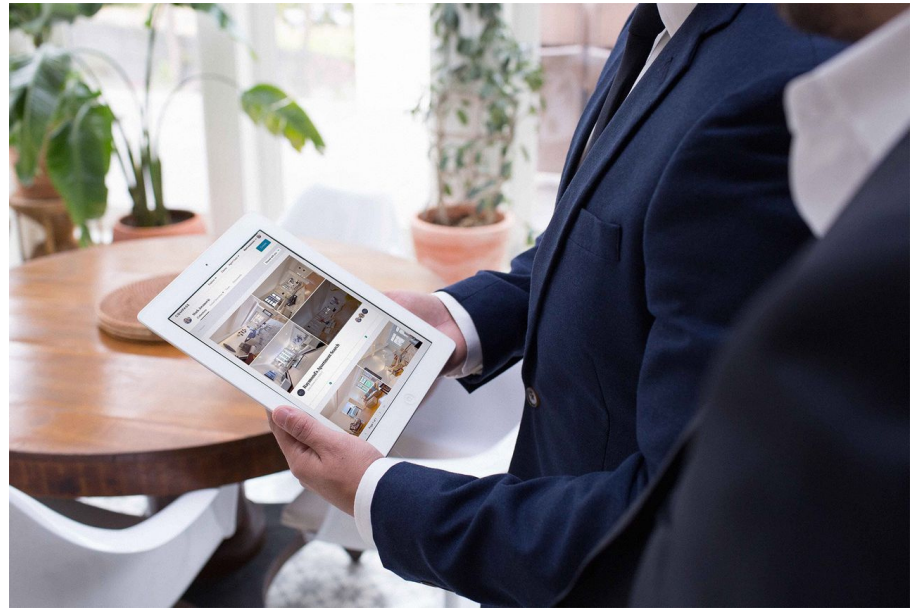
A fee paid to the local government to officially report a sale of a home; usually paid by the buyer.



# MY REAL TOOLS AND PROGRAMS HELP YOU FIND YOUR NEXT HOME

## Tailored Search

A tailored search lets you compare multiple properties—their size, neighborhood, amenities—within a central visual workspace. I can monitor market activity in real time, stay in constant contact, and invite collaborators to join in on our search discussions.



## Personalized Tours

Once we identify listings that could be a potential match for your criteria, I will set up a personalized, exclusive property tour schedule. I will provide you with everything you need to know about a given neighborhood in addition to market activity with similar properties that have sold in the area. I make it my duty to provide you with the most important information so you can make an informed decision.



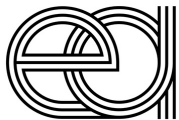
## Off-Market Opportunities

What buyer isn't looking for an edge over the competition? Our team has access to a variety of off-market opportunities through our vast network of loyal clients, friends, family and professionals in the region.



# I LOOK FORWARD TO WORKING WITH YOU

I go above and beyond to help my clients search for their perfect home, providing guidance and advice throughout every step of the buying process. Together, we'll collaborate closely to find homes that fit your needs, budget, and lifestyle. Working with me means you will have a seamless experience and will be well positioned to make your dream home yours when you find it. I make sure my clients cross the home closing finish line with confidence and ease.



## Eric Akines

Founding Member  
206.859.1119  
eric@realresidential.com  
www.ericakines.com



REAL Residential LLC is a licensed real estate broker, licensed to do business as REAL Residential LLC in Washington. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description of measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity.

real.  
RESIDENTIAL