

My Services for *Buyers*



Colette Rarden

Managing Broker | REALTOR®

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About Me

If you love Upper Kittitas County as much as I do, you've come to the right place! I spent every summer of my childhood riding horses, fishing, hiking and exploring Cle Elum and the surrounding areas. Being familiar with the area, I can't think of a better way to show others what Kittitas County has to offer. I am excited to be part of your experience too!

My husband owns DTR Construction and my time around building and homes really ignited my passion for real estate. I know what it takes to run a successful business – it starts with taking great care of each and every client. I take a concierge approach – whether on horseback or snowmobile! I am passionate about my equine friends, and I have to say there is no other way to get to know the area than on horseback. If you are looking at a home or land in the back country – bring it on!

I believe ongoing education and staying on top of market trends is a key part of being a great real estate agent. I'm not just a licensee, but a REALTOR®. As such, I am a member of the National Association of REALTORS® and I am held to the higher standards of the association and Code of Ethics. I also hold my Managing Broker License as well as the Accredited Buyers Representative designation (ABR) and Resort & Second Home Property Specialist (RSPS) certification. Consistent continuing education and keeping up with current and local issues such as water mitigation and critical areas management are what set me apart from most agents.

I value being helpful and honest, working with and talking to people. I enjoy listening to what their needs might be and working hard to connect the dots in order to help them achieve their goals. My goal is to create a smooth, low-pressure, memorable experience. I am never too busy for you or your referrals. My goal is to be your Real Estate Agent today and for life!

Member of:

- National Association of REALTORS®
- Washington REALTORS®
- Kittitas REALTORS® Association
- Washington State Horse Park
- Roslyn Riders
- Back Country Horsemen
- 2014 President for Cle Elum Roundup Association

Certifications and Designations:

- Managing Brokers License
- Accredited Buyers Representative
- Resort & Second Home Property Specialist

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Why a REALTOR®?

When you hire a REALTOR®, you are hiring someone who will stand up for you and be your strong advocate throughout your home buying experience. Honesty, integrity, knowledge, and attention to detail are just a few of the traits that make a great real estate broker – one who is entrusted to help you make some of the most important decisions of your life.

Every REALTOR adheres to a strict Code of Ethics based on professionalism and protection of the public. We are held to a higher standard and you can expect honesty and ethical treatment in all real estate transaction matters.

These traits are the foundation of who I am and what I bring to the table as your advocate. Making your needs my first priority is my promise to you!

A young couple is shown outdoors, smiling and laughing. The woman is holding a small, fluffy dog. The man is wearing glasses and a jacket. The background is a soft-focus outdoor setting with trees and a bright sky.

The Homebuying Process

Stage 1 – Finding Your Home

Getting Pre-Approved Or At Least Pre-Qualified

By getting pre-approved, you know exactly how much home you can afford. There is nothing worse than finding your dream home, only to find out that you cannot qualify for a loan to buy it. A pre-approval also strengthens your bargaining power when negotiating with a seller.

Determining Your Wants And Needs

I have several methods to help you determine your wants and needs. I have found the most effective method is for everyone who will be living in your home to sit down and fill out my wants and needs worksheet. This forces you, as a group, to really analyze everyone's expectations in your new home.

The Search Begins

At this stage, I will compile a packet of information and pictures of all of the properties available that match your wants and needs. You will select 5 - 10 properties you would like to look at on our first tour of homes.

Reanalyzing Your Wants And Needs

Often times after our first day of looking at homes, you will gain a clearer insight on what it is you want and need in your new home. If this is the case, I will get you a new packet of homes and we will begin the process again.

The Search Continues - Previewing Properties

After touring homes with you, I usually have a pretty good idea of what you are looking for in a home. At this point, I will preview all of the remaining homes that match your wants and needs profile. Together we will tour the homes I feel best fit your criteria. If you wish you can also do a drive by of all the available homes and give me a list of the ones you want to get inside of.

New Properties On The Market

In addition to checking the MLS database at least once a day, I input your information into the MLS database, which notifies me via e-mail when new properties are added that match your search criteria. Once a new property is available I will tour the property with or without you (your choice).

Proactive Search

If your search criteria is narrow enough, I will send postcards to all of the homeowners who have properties that match your wants and needs letting them know that I have a qualified prospective buyer interested in homes like theirs. This method has proven to be very effective for buyers with limited options.

Stage 2 – Making An Offer

Determining Your Offering Price

Once you have found the right house, I will prepare a Comparative Market Analysis (CMA) on the property to help you determine the fair market value of the property.

Writing The Offer

Our goal is to get this home on your terms which includes things like closing dates, things to be included in the sale, and of course price and earnest money. I will explain your contractual rights and responsibilities, talk about different negotiating strategies and give as much advise as I can. The offer will spell out how much you are willing to pay for the home, what type of financing you will obtain and a myriad of other important details and dates relevant to the purchase of the property.

Negotiating With The Sellers

After we complete the paperwork, I will deliver your offer to the Sellers or the Sellers broker. This is an important step because it gives me an opportunity to explain the offer, overcome objections, build rapport and answer any questions the sellers may have. The Sellers will do one of three things: Accept, reject or counter the offer. Often times negotiations will go back and forth several times before the offer is accepted or rejected.



Stage 3 –Taking Care Of Contingencies

Home Owners Association

If the property is a part of a Home Owners Association, we will have an opportunity to read and accept the Documents pertaining to the association. Basically, these documents describe the rules, regulations and finances pertaining to the association.

Title Commitment

The sellers of the property will provide you with a Title Insurance Policy. This policy protects you, the buyer, against loss arising from disputes over ownership of a property. We will have an opportunity to review the policy and determine if there are any exceptions to the policy that you find objectionable.

Inspection

You have the right to have an inspection of the property prior to closing. I recommend you hire a professional inspector to help you with this task. If you find any problems with the property , you can ask the seller to repair them or compensate you for future repairs.

Appraisal

Your lender will hire an appraiser to determine if the property is worth the price you are paying. If the appraisal comes back low, you will have several options depending on the contract.



Stage 4 – Closing & Possession



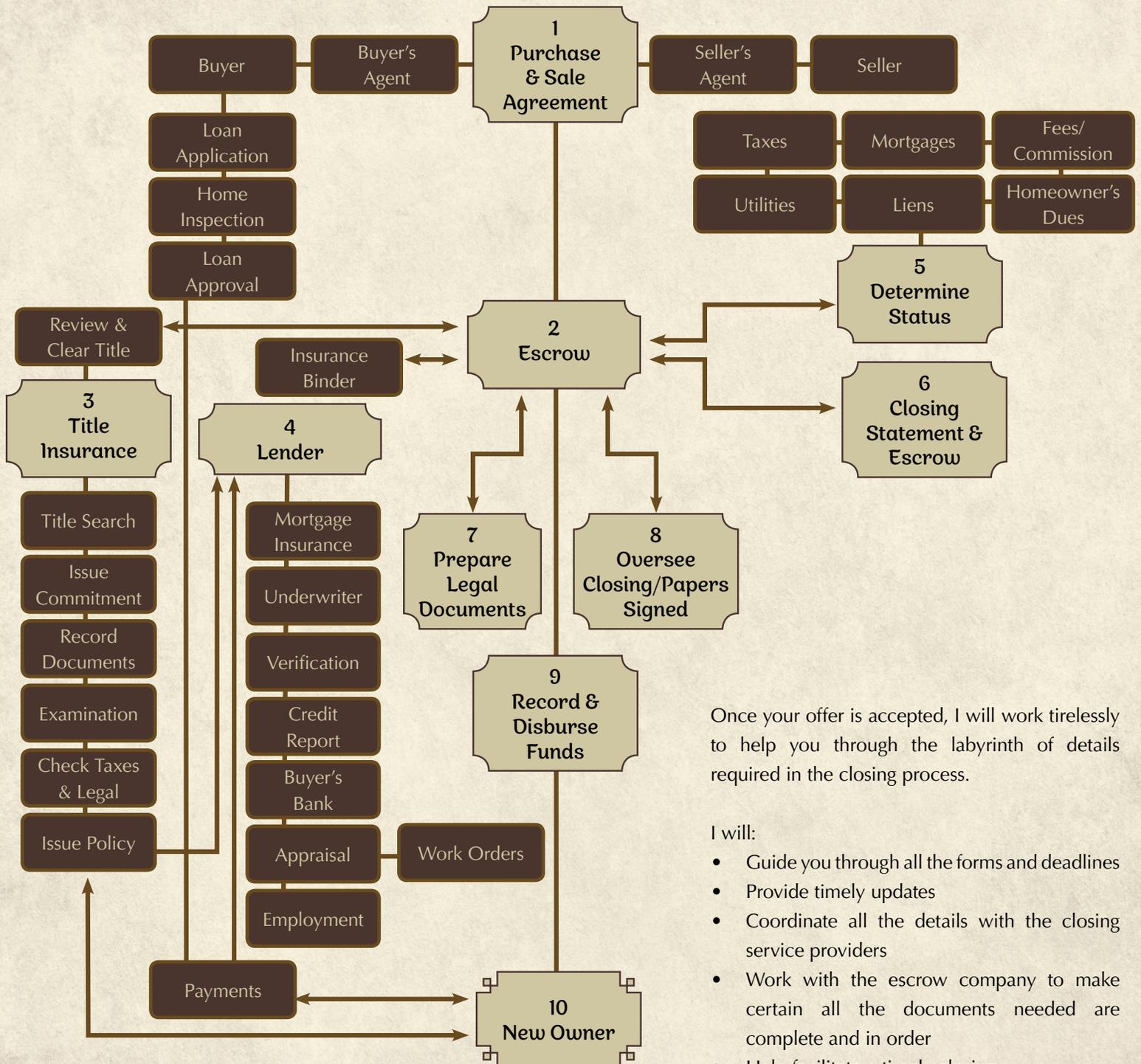
Closing

The “closing” is actually comprised of two separate closings, however they happen at the same time. At the real estate closing you and the seller will sign closing documents relating to the transfer of the property. The loan closing takes place when you sign the loan documents. After all documents are signed, the lender disburses funds to the closing broker, seller is paid and title to home is yours.

Possession

The time and date of possession of the property is negotiated on the contract. Upon possession, you can start moving in!

Closing



Once your offer is accepted, I will work tirelessly to help you through the labyrinth of details required in the closing process.

I will:

- Guide you through all the forms and deadlines
- Provide timely updates
- Coordinate all the details with the closing service providers
- Work with the escrow company to make certain all the documents needed are complete and in order
- Help facilitate a timely closing

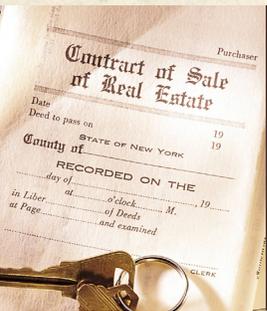
I can assure you that you will receive my utmost attention, support, and a guiding hand throughout.

Your Homebuying Team



BROKER

My job is to educate you on the process for buying a home, show you the homes that meet your needs, write a competitive offer, negotiate on your behalf, and make sure we meet all the deadlines outlined in the contract. I will be your strong advocate throughout the entire process – from initial meeting to close. I believe that the best advocate needs to be with you throughout the entire transaction in order to best represent your needs.



Title

Title will run a history on your home to make sure there are no issues with ownership so the home will be all yours. In addition, they will identify any documents or easements that may come with your property.

Lender

The lender will work with you to determine your home-buying budget and then will work with you to make sure they have the documentation they need to execute that loan on your behalf.



Appraiser

The appraiser will review the property to make sure you are paying market price for it. This protects both you and the bank!

Inspector

Once your offer is accepted, the inspector will inspect the property for defects. Every home has defects, but our job will be to determine what we want to negotiate with the seller to fix before the home closes.



Escrow

Escrow coordinates all the paperwork, creates the final set of documents to sign by both parties, coordinates the transfer of money between buyer and seller, and makes sure the property closes in a timely manner.



Mortgage 101



Types of Loans

Fixed Rate Loans

Fixed rate loans include a fixed interest rate for the entire term of the loan and come in any term wanted with different rates for 15, 20, and 30 years.

Advantage of the Fixed Rate Loan: "Security Blanket."
Payments for principal and interest will not change regardless of the market's interest rate.

Adjustable Rate Loans

Also known as ARM's these loans can start out at rates that are fixed for a set number of years and then the lender can change the rate based on where current interest rates are.

Advantage of the Adjustable Loan: If you plan on transferring or selling your home within the next one to seven years an ARM or Balloon Mortgage could save you money.

Non-Conventional Loans

VA	These are managed by the Department of Veteran Affairs and are reserved for military service members. The benefit of a VA loan is it does not require a down payment. If you are a military service member, I can help you find a property and can point you in the right direction to begin the application process.
FHA	The three benefits of this loan are the low down payment (currently 3.5%), lower credit score requirements, and additional monies to fix the home up can be included in the loan amount. Buyers who want to take advantage of an FHA loan first need to find an FHA-approved lender (I have a list of lenders I can provide you).
USDA	These loans are primarily used to help low-income individuals or households purchase homes in rural areas. Funds can be used to build, repair, renovate or relocate a home, or to purchase and prepare sites, including providing water and sewage facilities. Area income limits and geographical limits apply.

Finding the Right Lender

Luckily we have banks that are happy to lend the required funds for home purchasing. Before the home search process begins, you need to have an understanding of how much home you can buy which means getting prequalified for a loan unless you will be paying for that home outright. I suggest meeting with several lenders to determine the amount you qualify for.

Documentation For Prequalification May Include:

- Verification of your income (perhaps your spouse's or whomever you will be purchasing the home with)
- Verification of your debts (credit cards, car loans, alimony, etc). This may be obtained via a credit report.
- Determining how much you have for a down payment.
- Based on this, the lender will "prequalify" you for a certain loan amount. Then the house search can begin with this budget in mind.
- Once we are under contract, it is time to have your loan approved by the bank. In order to take this step, the bank will likely ask for additional documentation.

Additional Documentation For Prequalification May Include:

- Copies of your Federal tax forms for the last several years
- Copies of your most recent paystubs
- Verbal verification of employment from your employer
- Formal credit reports
- Explanation for anything on your credit report that causes concern
- Bank account information including documentation of any deposits
- Verification of funds in any asset accounts
- Verification of funds transfer when selling a house and purchasing another

While this may sound daunting, it isn't if you have your ducks in a row ahead of time. When you get prequalified with the lender, I suggest receiving a list of everything you may need to provide and make sure you have these items in hand when you make your offer. This way your loan can get underway smoothly. Do your best to be flexible and provide all documents in a timely manner to keep your loan moving forward.



Title & Escrow 101



Guide to Title

"Title" refers to the process in which the legalities around a property are examined. Here are just a few things that are examined during the "title review" process:

- Verify seller has the right to sell the property
- Identify any lienholders
- Identify easements which provide ongoing access
- Verify correct legal description

Title insurance is also provided by the title company and protect the buyer and the lender (if applicable) against any defects in the title.

You will be provided a copy of your title report after the contract has been accepted by both parties and before the property changes hands. Buyers are usually presented with the "clean" report which already has as many items cleaned up as possible. Sellers may be called upon to clean up any of the discrepancies such as ownership and lien issues.

Title is just another importance facet of the real estate transaction. Rest assured I review the title report with my clients so they can have an understanding of exactly what they are purchasing and any potential issues.

Guide to Escrow

Escrow's role in making sure the transaction is executed according to the contract is an important one. Escrow officers makes sure all paperwork is collected and distributed to all parties who have an interest in the transaction as well as making sure all funds and activities are taken care of in a timely fashion.

You might have heard of a "30 day" or "60 day" escrow and what this simply refers to is the amount of time the transaction is expected to take to go from contract to closing. The actual "closing" refers to when the property ownership change is officially recorded with the county.

Regardless if you are a buyer or a seller, you will receive communication from your escrow team during the transaction, so be prepared to communicate with this team member as well as your real estate broker.

What Buyers Need To Know:

- Once an offer is accepted by both parties, the purchase and sale paperwork is submitted to escrow along with your earnest money. Escrow will begin their lengthy list of "to dos" which will likely include:
- Making sure contingencies are satisfied such as inspection, financing, or sale of another home.
- Making sure buyer and seller signs off on such forms such as seller disclosure.
- Working with "Title Officers" to make sure that the seller has a legal right to sell the property and there are no others who may have an interest in the property. Occasionally there are liens taken on the property by parties such as local municipalities, contractors, the IRS, etc to make sure that debts to these parties are satisfied on or before sale.
- Making sure the buyers receive a copy of the "Title Report" which will indicate any easements and identify any parties who may be granted ongoing access to the property.
- Making sure that other benchmarks are reached such as the septic and well inspection.
- Making sure all the necessary paperwork is signed by the buyer including loan documents as applicable.
- It is important to respond to any requests from your escrow team in a timely manner else the transaction may be delayed. There are many other steps an as every transaction is unique! I will guide you through and your escrow team will prep you on what to expect on your next transaction.



Company's Growth



Quarter	2015	2016
Q1	10.5	11.2
Q2	11.8	12.5
Q3	13.2	14.8
Q4	15.5	18.5

Category	2015	2016
Revenue	100.0	110.0
Expenses	85.0	90.0
Profit	15.0	20.0

Company	2015	2016
Company A	10.0	11.0
Company B	12.0	13.0
Company C	15.0	16.0

Product	2015	2016
Product A	5.0	5.5
Product B	6.0	6.5
Product C	7.0	7.5

Region	2015	2016
Region 1	3.0	3.2
Region 2	4.0	4.3
Region 3	5.0	5.5

Market	2015	2016
Market 1	2.0	2.1
Market 2	3.0	3.1
Market 3	4.0	4.1

Segment	2015	2016
Segment 1	1.0	1.1
Segment 2	2.0	2.1
Segment 3	3.0	3.1

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Target	2015	2016
Target 1	10.0	11.0
Target 2	12.0	13.0
Target 3	15.0	16.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

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2015	100.0	110.0
2016	110.0	120.0

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2015	100.0	110.0
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Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

Year	2015	2016
2015	100.0	110.0
2016	110.0	120.0

How Real Estate Agents Get Paid



\$500,000 Selling Price

6% Commission = \$30,000 Total Commission Owed



\$15,000 paid to the agent who lists the home.

\$15,000 paid to the agent who finds the buyer for the home.

Even though each broker receives a total commission of \$15,000, they are still responsible to pay a portion of that to their brokerage. This amount could be as high as 50% or \$7,500.

In addition, there are marketing fees, transaction fees, and other business-related expenses that brokers budget for.

Guide to Closing Costs

There are a number of closing costs that the buyer and the seller need to consider. Below are the typical closing costs that are paid by each party in our county, however, sometimes these are paid by the other party (as defined by the contract):

Buyer Responsibility

- Half of escrow
- Document preparation fees per the lender
- Pro-rated property taxes from closing rate
- Homowners Insurance
- Inspection fee
- Appraisal fee
- Mortgage interest from loan date to first payment

Seller Responsibility

- Half of escrow
- Title Insurance Premium
- Excise Tax (based on county percentages)
- Pro-rated, unpaid property taxes
- Pro-rated, unpaid homeowner association fees
- Unpaid assessments
- Any outstanding liens and judgements
- Real estate commission



What to Ask Other Brokers

Buying or selling your home is one of the most important decisions you'll ever make in your life and it is important that you choose an agent that works in your best interest at all times. Below are questions to ask any real estate agents you are considering representing you either as a buyer or a seller:

“How long have you been in this community?”

You want somebody who has a track record of accomplishment in the local area. Only someone who really understands the ups and downs of buying a home or property in our rural area can truly serve your interests. From water, septic, easements, CC&Rs, access issues and more, you need to make sure you understand everything about the property you are considering purchasing.

“Are you a full time real estate agent?”

You need someone out there representing you full-time. Buying property in Kittitas County, whether for recreation or your primary home should not only be for enjoyment, but it should also benefit you as an investment. A broker who is working full time has that time and energy to dedicate to you, your homebuying needs, and homebuying goals.

“What specific search systems do you have in place to help in my home search?”

Anyone can put their name into a search listing function and send you new listings. You need a broker who actively searches for what you want based on your specific requests. If a property that meets your needs is not available, a determined broker will scour expired or cancelled listings and even put out the call to homeowners in areas you are interested in. You may also need a broker who will preview the properties before sending them to you if you are out of the area.

“How will you keep me informed?”

This is a great question because you'll be surprised at how many brokers don't have a good answer for it. The correct answer is, “How do you want to be kept informed?” A good agent will communicate with you based on your preferences, not theirs.

“Will you share the names and phone numbers of your three most recent clients?”

Not the three best clients. Not three clients who reviewed the agent on Zillow. The three most recent clients. This provides a better picture of what it's like to work with this agent. A raving testimonial from three years ago doesn't reflect how this agent operates their business today.

“What designations do you hold?”

A designation represents a commitment to ongoing education and improvement. If you are a particular niche of buyer or seller such as a senior, luxury property holder, international client, etc., finding an agent who is specially trained in providing expertise to you is important.

I am excited to answer these questions for you and any others that will help you make your representation decision.

From My Clients

I was in a rush to buy a home in an area I was unfamiliar with, Roslyn, Washington. Knowing I was in a bind, Colette took the time to concisely identify my needs, cleared her schedule so we could look at houses all day for 4 days, and actually listened to my feedback so we did not waste time on properties that would not meet those parameters. She is friendly, knowledgeable, very professional, organized, and fun to spend the day with. This is rare to find in an agent IMO and I would highly recommend her.



- andrea walheim

I owned 5 acres on the yakima river, used for camping and getting away from the rat race of the westside. Colette has all the knowledge of the area, she showed it raining or snow. Colette worked very hard for me and I thank her very much for the hours that she and her company friends did.



- Happyhands27

We bought a piece of property from Colette with power, water and a beyond amazing view. She treated us as if we were buying a million-dollar property. Maybe someday we will be able to spend that much and we would have Colette help us in a second!!



- Dahlshop

We would recommend you to anyone buying in the area. You treated us like we were buying a \$500,000 house, not a \$50,000 piece of property. Thank you!



- C & C

Colette did an amazing job for us.... she really listened to what our needs and wants were, and it started with getting us into look at our house quickly and knowing that it wouldn't last long.... It was exactly what we wanted. Then we ran into some hiccups and Colette kept her head and helped us to not bail when it didn't look like this would work out. We live our house, and from the first phone call Colette was fast, helpful, knew everything about the area, and found us our HOME. We couldn't be happier with her service and won't use anyone else, if we ever want to move :)



- Mike and Andri

Colette showed great patience with us as we worked with her to find a home in a new area. She worked hard. She communicated very clearly. She is very professional in every way. I would recommend her without hesitation to anyone who needs help with buying or selling real estate in this area.



- Rich