



GUIDE TO BUYING A HOME



Windermere
REAL ESTATE

COMPLIMENTS OF
NICOLE BARCLAY
& ASSOCIATES

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Thank You

I want to thank you for requesting information about my services. I hope that this book will provide you with information about: the home buying process, my philosophy about the business, the services I provide, my experience and how I can help you reach your goals.

Again, thank you for your time and I look forward to meeting with you and having the opportunity to earn your business!

Nicole



Nicole has been a successful full-time real estate agent with the same brokerage firm for over 25 years. She very much enjoys working with people and helping them reach their Real Estate goals. She is committed to providing exceptional service based on hard work, honesty and tenacity and believes in putting her client's needs above all else.

Helping You Find Your Way Home

When working with Buyers, Nicole believes in creating an experience that is enjoyable and as stress-free as possible. She begins by determining your needs, priorities and expectations, then counsels you on current market conditions, neighborhoods of interest and the home purchase process. From showings to negotiating to closing and beyond, she is proactive and supportive every step of the way.

Working To Create A Smooth Transition With The Sale Of Your Home

Selling a home is equally emotional and Nicole is protective of your most valuable asset. She presents a comprehensive market analysis to determine the best price and strategy, puts together a realistic timeline and marketing plan, and handles staging, improvements, house cleaning, professional photos and anything else that is needed to optimize your return and promote a smooth and speedy sale.

Local Knowledge

Nicole covers the greater Eastside and Seattle. This Montana native moved to Kirkland in 1993 by way of Southern California, and has lived and worked there since. She loves the area and loves her work and looks forward to the opportunity to earn your business and become "Your Real Estate Advocate".



Contact Information

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Who We Are



Throughout the year, the agents at Windermere Bellevue Commons create opportunities to help the less fortunate. We are proud of our commitment to the communities we serve.

The Windermere Foundation

Windermere has a proud heritage of servicing communities by way of the Windermere Foundation, which provides funding to social service agencies that offer housing and services to low-income and homeless children and families. The foundation is funded primarily from contributions made by agents, with each agent contributing a portion of their commission on each transaction.

Community Service Day

Our commitment to service extends beyond each real estate transaction. Every year, we skip work for a day to spruce up the Little Bit Therapeutic Riding Center. The Riding Center provides therapeutic horseback riding to children and adults with disabilities who live in the Puget Sound area.

Kicks for Kids

While many kids enjoy the final days of summer, their families are getting ready for the upcoming school year. Sadly, the thought of going back to school can be a stressful time for some kids, because they don't have something that most of us take for granted—a pair of shoes. We at Windermere Bellevue Commons take part in collecting new and gently used tennis shoes for these kids.



We're in your corner



At Windermere Bellevue Commons . . .

We value your investment as much as you do
and we're behind you every step of the way

The decision to purchase a home is one of the most significant decisions of one's life, with many options and details to consider. Whether you're buying for yourself, or for your family, as a first-time buyer or as a veteran homeowner, Bellevue Commons can help you simplify these choices in order to make your housing search as uncomplicated and anxiety-free as possible.

Your Bellevue Commons agent wants to help you choose the home that is right for you. Let us guide you through the home-buying process and answer any questions you may have. We want our clients to be able to buy with no uncertainties and to know that we are behind them in every step of this very important investment.

As you begin looking for your new home, you must first think about your wants and needs, which we will carefully consider as we find properties that suit your lifestyle.

Once we've established what your priorities are, we will research all available properties that fit your criteria including, but not limited to, those that are listed on the Windermere website, MLS, and new development sites. We have access to every listing within the entire brokerage community.

Once we've narrowed down your options to the properties that appeal to you most, we will schedule appointments to view them and accompany you on all property showings. Prior to you making

an offer to purchase, we will also provide you with pertinent market information that will help you make an educated decision.

If you're a first-time buyer, your agent will skillfully explain the process for purchasing real estate and assist you in selecting and acquiring the professional assistance you may need (Mortgage broker, title, escrow, architect, engineer, etc.).

When you've chosen a property as your future home, we will aid you in preparing and presenting your offer terms and all other necessary documents that may deem you a more qualified buyer than others in the eyes of the seller. We will draft and present a written offer to the seller's agent and negotiate the terms of your offer on your behalf. We guide you through the home inspection process and before closing, we will schedule a walk-through appointment, during which we will ensure that all required repairs have been made in accordance with the contract, that the property has been properly maintained and that all items promised in the contract (such as appliances) are present.

The closing itself is the formal process by which ownership passes from the seller to the buyer. Here you will have a scheduled signing appointment where you will meet with an escrow officer to go over all of your closing documents and loan terms. After signing your documents they will be recorded at the courthouse and upon recording numbers being received your agent will deliver to you the keys to your new home!



Buying Your Home

Helping you find and purchase a home is only one facet of my job.

In addition, I will:

- Explain real estate principles, contracts and documents
- Refer you to a reputable lender that can help you assess your financial situation and pre-approve you for a loan
- Help you determine the types of homes and neighborhoods that most fit your needs
- Arrange tours of homes that meet your criteria
- Provide you with detailed information about homes you're interested in
- Determine the market value of homes you're interested in
- Assist you in writing and negotiating a mutually accepted purchase and sale agreement
- Accompany you to the inspection
- Coordinate necessary steps after inspection
- Work with the escrow company to ensure all needed documents are in order and completed in a timely manner



By working with me, you will:

- Be more likely to find the home that meets all your criteria
- Decrease the amount of time it takes to find your home
- Understand all the terms, processes and documents involved
- Have current market information to make informed decisions Have a skilled negotiator on your side
- Have peace of mind that all the details are being handled

Buying Process

Financing

Before you start your home search, it's important to assess your financial situation and, when possible, get preapproval from a lender. I can refer you to a financial institution that will help you create a plan that fits your needs.

The Purchase and Sale Agreement

Once you've found a house that fits your needs, I'll compile the appropriate legal forms, contracts and addendums to make a solid offer on the property.

Negotiations

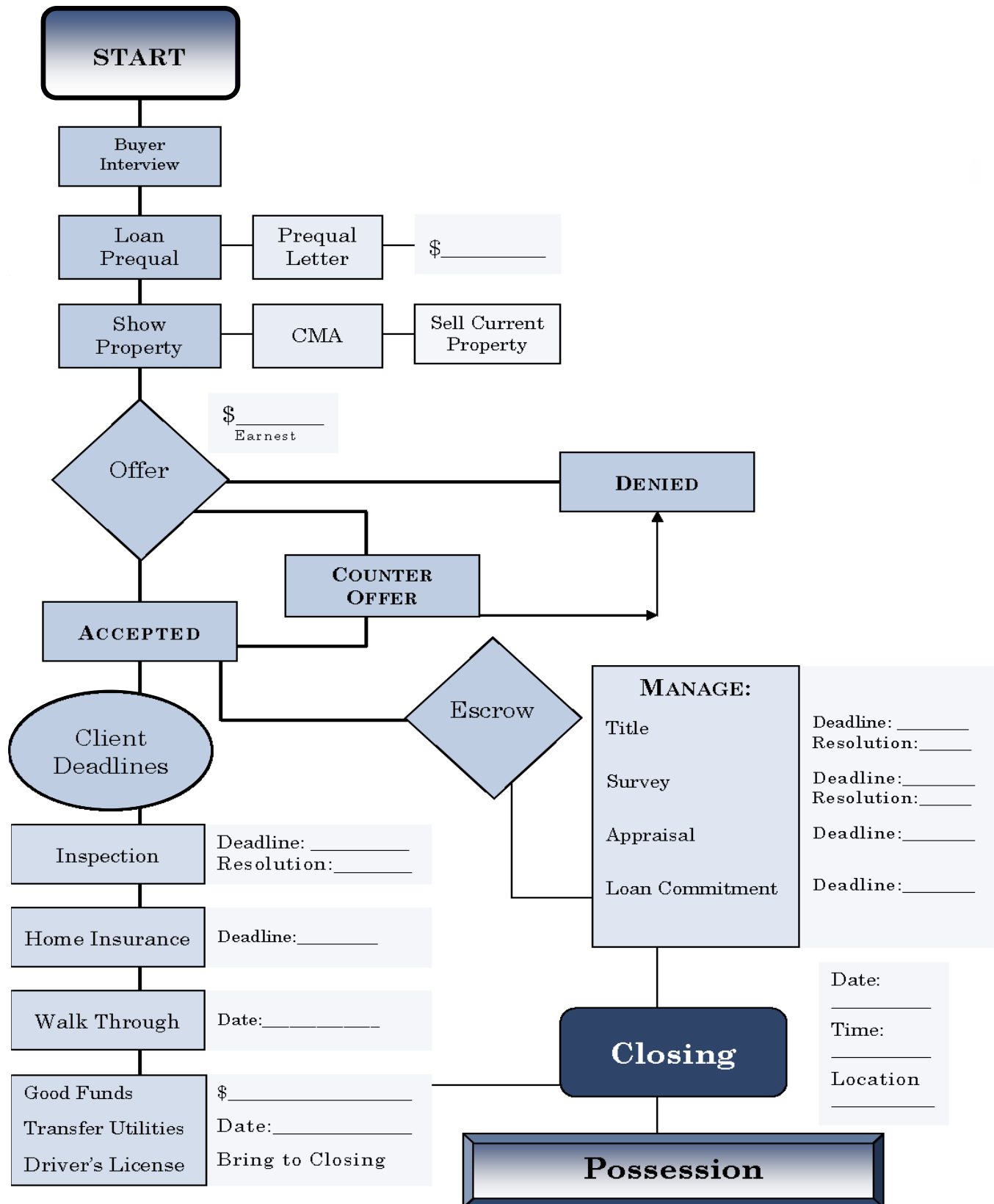
I'll help you put together an attractive offer package that takes into account the market value and condition of the house, your financing terms and earnest money.

Escrow

Once the offer is accepted and a closing date is agreed upon, I'll coordinate the completion and submission of all necessary forms to the escrow company and monitor the escrow process until the transaction is complete.



Buying Process



Determining how much you can afford before you begin your home search will save you valuable time.

I can help you locate a lender who will assist you in finding a finance package that will best meet your needs. But there are a few steps you should consider beforehand to make the process as smooth as possible:

Credit Report

It's important to check your credit report before you see your lender because:

- Lenders check this to determine the amount of loan you qualify for
- It allows you to correct any mistakes in the report before lenders see it
- If there are any blemishes in your report that are not errors, you should be prepared to explain them to your lender

You are entitled to one free request each year from each of the three credit bureaus. The best way to do this is to go online to AnnualCreditReport.com

Credit Score

You may want to check your credit score at the same time you check your credit report (usually for a fee). This score influences how much lenders are willing to loan you and at what interest rate.



Down Payment

Most lenders will give better financing terms to borrowers that can put a 20 percent down payment on the purchase. If you are unable to do so, you will likely be required to purchase Private Mortgage Insurance (PMI) and perhaps pay a higher interest rate.

Preapproval

A letter of preapproval from a lender shows that they have checked all your documentation and are prepared to make you a loan. Getting pre-approved prior to starting your home search saves you time by:

- Keeping you focused on viewing only the homes that are within your budget
- Helping you obtain your financing more quickly once you find a house you want to buy

Luxury Home Buyers



Our Premier Properties program is specifically designed to provide special expertise to clients interested in buying homes in some of our most refined neighborhoods. Whether it's a stately colonial, brick Tudor or sprawling contemporary—Windermere agents have the expertise to help the most discriminating buyers find their special home.



Windermere Builder Gallery

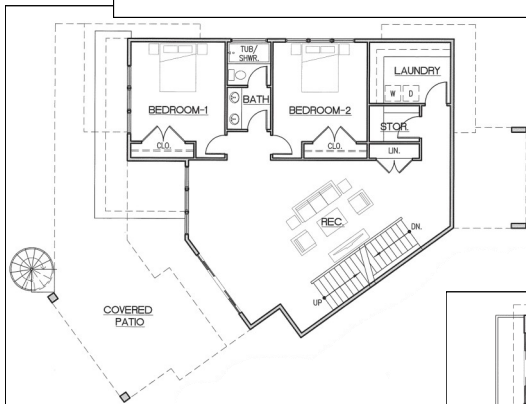
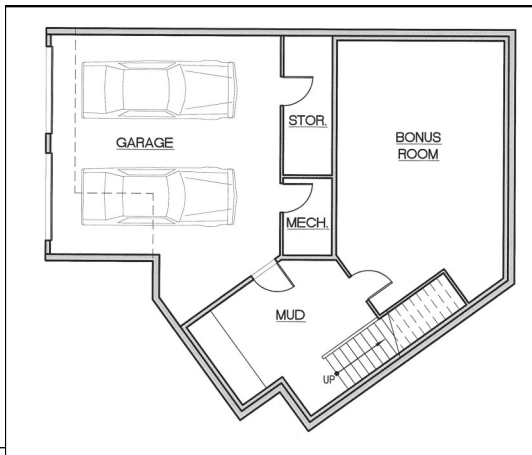


At Windermere, we recognize that your needs when searching for new construction homes are unique. That's why, working with quality builders from across the region, we created the Windermere Builder Gallery, a tool you can use to search for new homes.

Just go to the www.windermere.com home page and click on the New Construction icon. Listings that have a Builder Gallery attached will be noted with a special icon.

Depending on the availability of information, the Builder Gallery may provide you with:

- The history and reputation of the builder
- The high-tech amenities that may be incorporated into the house, such as Internet wiring, state-of-the-art appliances and a security system
- Blueprints, floor plans, exterior sketches and representational photos
- Neighborhood profiles, maps and driving directions
- Custom features available



Online & On Target



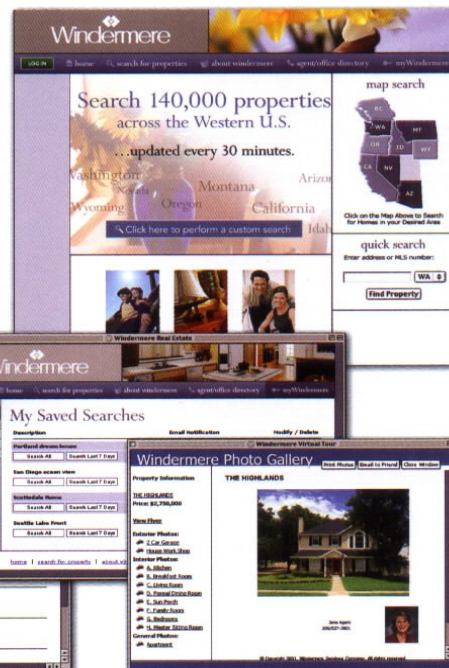
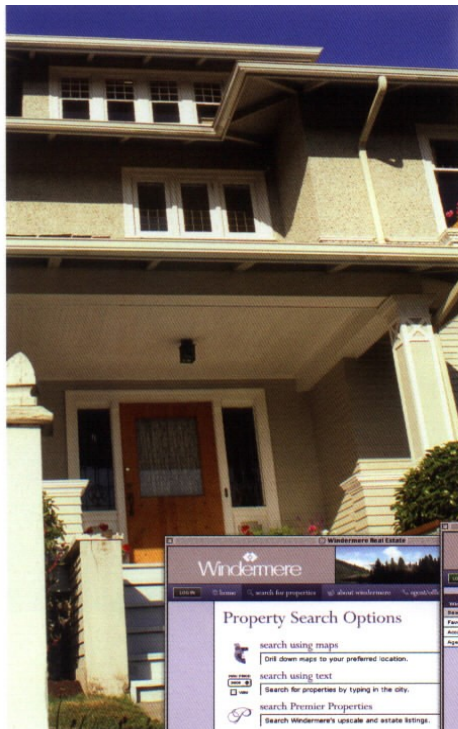
At the touch of a button you can view thousands of homes throughout the West via Windermere's award winning website, Windermere.com. From here, you can effortlessly preview homes for sale, learn about our company and get information to help you make your buying and selling decisions. Our easy-to-use site includes homes listed by Windermere as well as other real estate companies.

Windermere.com was recognized as an Official Honoree at the 2006 Webby Awards presented by the International Academy of Digital Arts & Sciences. This distinction was given to sites that scored in the top 20 percent of the more than 5,500 sites entered into this competition from all

over the world. Winners and Honorees were chosen based on excellence in web design, creativity, usability and functionality.

One Windermere.com you'll find features such as:

- Photo Gallery, which allows you to view multiple photos of a home.
- Property Point™, our exclusive interactive map search tool now featuring MS Virtual Earth™
- Open house search tool, which lets you find upcoming open houses so you can visit your favorite home for sale.
- *myWindermere*, which automatically notifies you of new listings that fit your criteria, via daily or weekly emails. You can create multiple custom searches.
- A mortgage calculator, to determine if the home is within your price range.



A Custom Search



Searching the Windermere Web site for homes that fit your unique needs is fast and easy.

Creating a *myWindermere* account allows you to:

- Set up your own private username and password
- Create multiple custom searches based on your criteria.
- Request automatic e-mail notification of new listings daily or weekly.

Getting started with your *myWindermere* account:

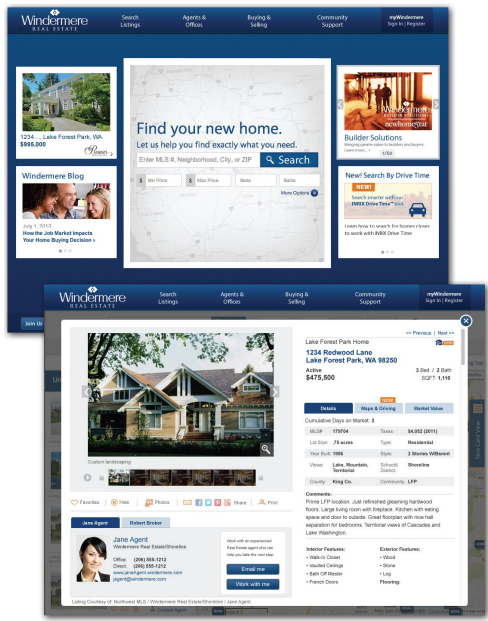
- Go to www.windermere.com
- Click on myWindermere
- Follow the directions for creating a username and password
- Fill out search criteria
- For future reference:

Username: _____

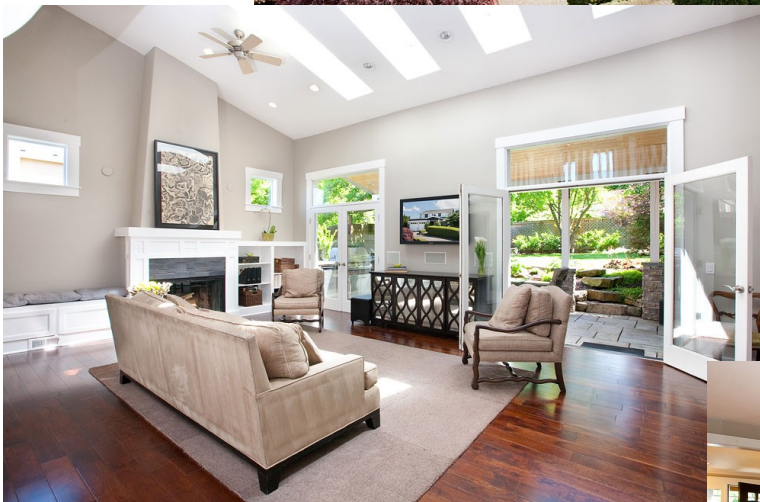
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Virtual Tours



When you click on the Windermere Web site, not only can you see a photo of the exterior of a property – on selected properties you can take a guided tour of the interior spaces as well. With Windermere's Photo Gallery feature, you can check out the gourmet kitchen, the master suite – even the backyard view - all with the click of a button.



Buyer's Terms

Loan amount

The amount of the mortgage based on the purchase price, minus the down payment.

Down payment

Cash that the buyer provides the lender as their portion of the purchase price. The down payment is considered the buyer's equity (or cash investment) in their home.

Points

Fees charged by the lender to offset their interest rate, if it's below the prevailing market rate. One point equals one percentage point – so one point on a \$100,000 loan would be \$1,000.

Appraisal fee

The amount paid for the lender's appraisal of the property.

Credit report fee

The fee charged by the lender to obtain a credit report on the buyer.

Title insurance fee

A one-time premium that a buyer pays for protection against loss or damage in the event of an incorrect search of public records or misinterpretation of title. The title insurance policy also shows what the property is subject to in terms of liens, taxes, encumbrances, deed restrictions and easements.

Escrow fee

The amount a buyer pays the escrow company or closing agent for preparing papers, accounting for all funds and coordinating the information between all parties involved in the transaction.

Closing costs

A general term for all the estimated charges associated with the transfer of ownership of the property.

Prepaid Interest

The amount of interest due on the loan during the time period between the closing of escrow and the first mortgage payment, due at the time of closing.

PITI

The estimated house payment, including principal, interest, taxes and insurance.

Principal and interest

The loan payment, consisting of the amount to be applied against the balance of the loan, and the interest payment, which is charged for interest on the loan.

Total cash required

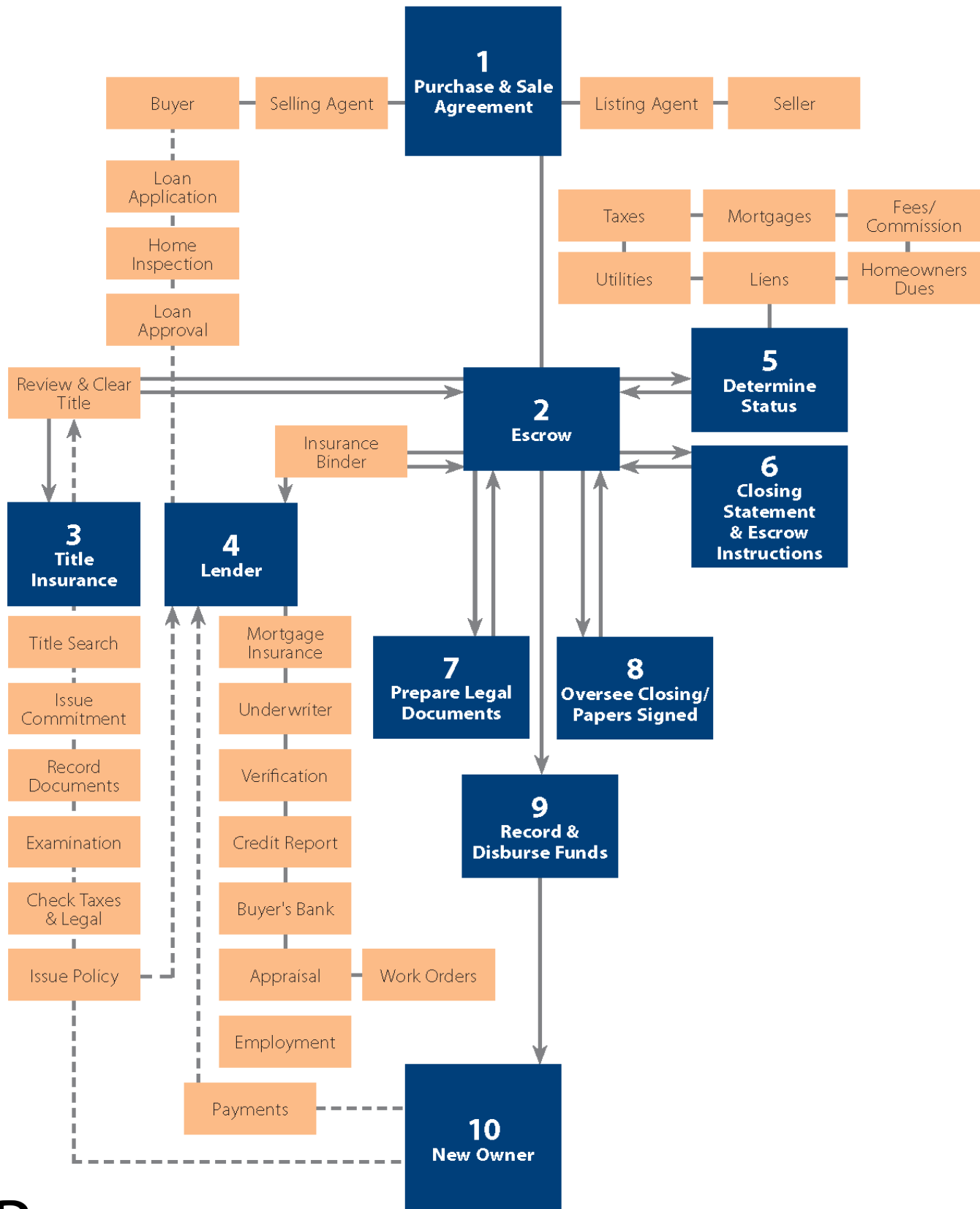
The total amount of cash the buyer will need including down payment and closing costs.

Private mortgage insurance (PMI)

Insurance for the lender, to cover potential losses if the borrower defaults on the loan.



Closing Activities



-Nicole and Henning Nopper

Nicole was very professional; her follow through all the way to the end was impeccable. She constantly kept us in the loop and informed. Thanks for everything! The Windermere Foundation

-Charlotte and Randy Baker

Nicole gave us the best service I have received in a long time. She is an expert at what she does. She was there for us all the way through. I liked the way she validated my husbands concerns.

-Kristin Booth

I had a totally fun, stress free experience buying my first home. Nicole is the best! Thank you for making this process so fun and easy!

-Ken and Faye Bathurst

Nicole went above and beyond. Any and every question was responded to immediately and professionally. She was amazingly helpful, patient and kind.

-Tom and Amy Russell

Nicole is very friendly and thinks about all the details. Nothing fell through the cracks. We always felt well informed and like our transaction was important. We will recommend her highly

-Len Lewicki

Nicole is on top of her game. She anticipated needs and took care of things I didn't even expect her to do. I will continue to refer friends and clients to Nicole.

-Shaindell Goldhaber

Nicole is incredibly good at her job. Every time we've worked with her, she has provided a huge amount

-Shaindell Goldhaber

Nicole is incredibly good at her job. Every time we've worked with her, she has provided a huge amount of information to help us make the right decisions. For example, when selling this house, she got comparables throughout the neighborhood so we could decide the right price to ask for it. We had rented out our house and when we decided to sell, there were a myriad of small problems that needed fixing. She coordinated a dozen contractors -- she got bids, scheduled visits, and ensured that all the work got done right. What would have taken us months took her a couple of weeks and was done better than we could have managed. Because the house was in perfect condition, it sold very quickly and for more than our asking price. Nicole skillfully balances her responsibility to give her honest evaluation of homes (buying or selling) with her understanding that, ultimately, her clients have the final say in any decision. Nicole is the quintessential professional and a joy to work with .

-Dannielle Ball

Nicole is amazing! She has been my agent for over 15 years. Nicole always goes above and beyond, I highly recommend her.

-Rob and Paula Cockerham

Relationships, collaboration, and success are the first few words that come to mind when describing Nicole. She brings the wisdom of experience, knowledge of the market, and a team of skilled individuals to buy or sell your most significant investment, your home.