

LET'S FIND HOME

PRESENTED BY:

Elizabeth Wolfe

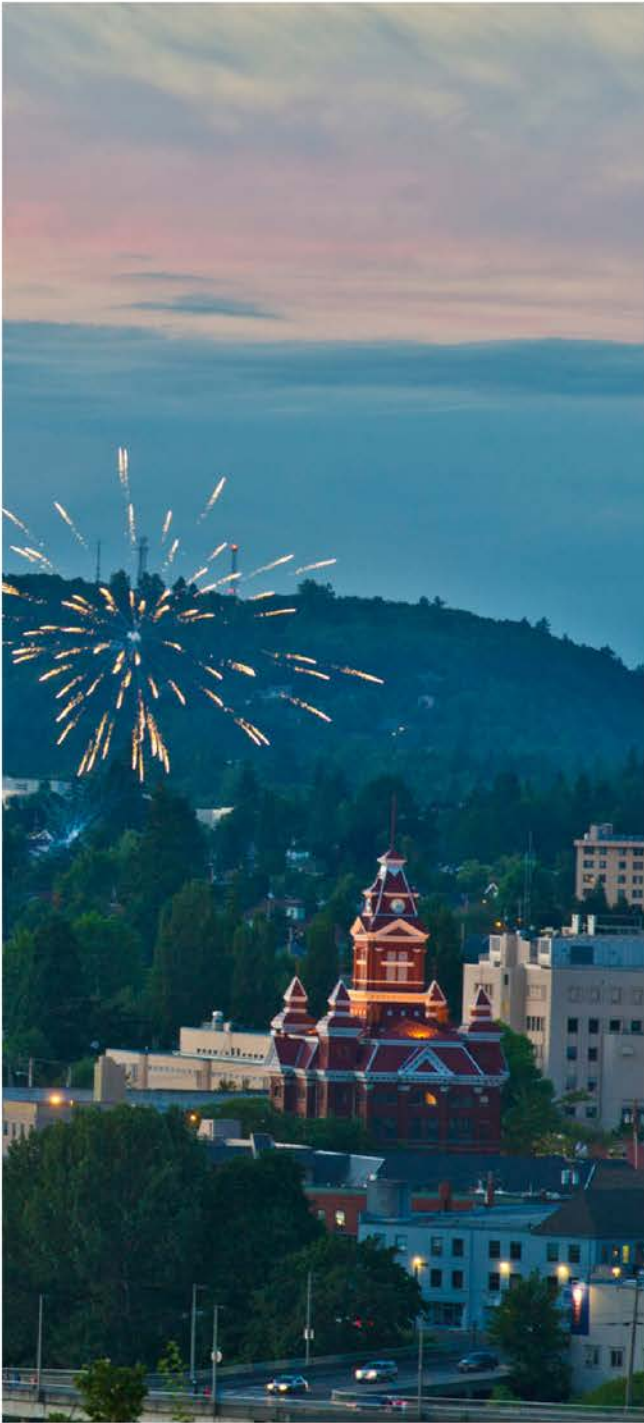
REALTOR® | WINDERMERE REAL ESTATE WHATCOM

ADVOCACY | EXPERTISE | RELATIONSHIPS


Windermere
REAL ESTATE

WINDERMERE REAL ESTATE / WHATCOM, INC.

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ABOUT ME

My Mission: To help achieve my client's real estate goals through personalized strategy, unparalleled communication, and expertise in my field while creating a streamlined and professional experience for them from start to finish.

When working with clients, I pride myself in providing integrity, market knowledge, and a personalized approach to every situation. Having grown up in Bellingham, my love for and knowledge of the PNW allows me to understand the housing market, the current pace of the market, and what each area of Whatcom County offers.

Purchasing a home is an incredibly personal process. Everyone has different priorities, goals, and ideas for what makes a home "home". I am here to create an experience for clients where they feel confident, informed, supported, and comfortable throughout the entire process. Helping clients make decisions that feel right to them is the most important thing!



TOP 2% PRODUCING REALTOR IN WHATCOM COUNTY IN 2022
WINDERMERE WHATCOM EXECUTIVE COMMITTEE MEMBER
RESIDENTIAL & COMMERCIAL REAL ESTATE EXPERTISE
MEMBER OF WCAR & NAR

Elizabeth Wolfe

REALTOR® | WINDERMERE WHATCOM, INC.



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CLIENT TESTIMONIALS



ALICIA H.

PURCHASED A HOME IN BELLINGHAM IN FEBRUARY 2023

My husband and I were extremely impressed with Elizabeth Wolfe's dedication, persistence, and expertise in the real estate industry. She helped us purchase a new home in Bellingham and the entire experience was positive and stress-free.

She has a great understanding of Bellingham's local real estate market (she grew up here) and was always quick to respond to any questions or hesitations we had (we had a lot!). She was consistently available to view houses with us and for us since we were an hour away and provided us with honest advice throughout the entire home-buying process so everything was handled smoothly and efficiently.

Without a doubt, I would highly recommend Elizabeth to anyone needing a knowledgeable and reliable real estate agent. She is an exceptional agent who takes pride in providing outstanding customer service!

AARON M.

PURCHASED A HOME IN BELLINGHAM IN MARCH 2022

We found Elizabeth while researching Real Estate agents in the area, finding that multiple people had recommended her to others for their home search. We were first time homebuyers with a LOT of questions and Elizabeth was helpful, responsive, and patient with us throughout the entire process. She went above and beyond in helping us before and after making our purchase (from way out of state) and has continued to be a resource for us as questions inevitably pop up. She was a perfect fit for our needs in a Real Estate agent and we have no regrets in working with Elizabeth and Windermere for purchasing our home despite the chaotic nature of the current market. We will gladly be working with her again in the future if/when we have Real Estate needs and will recommend her to anyone that will listen!



THE BUYER ROADMAP

This is a brief summary of the timeline for purchasing your home. Remember, as your Real Estate Agent, I will be there to be sure you feel confident during each step of this process.

01

TALK TO YOUR REALTOR & DEFINE YOUR DREAM HOME

It is important that we talk in depth about what you are looking for and the timing of when you hope to buy! I will always have my eye out for homes that might fit your needs.

02

FIND A LENDER & GET PRE-APPROVED

This is a necessary step before viewing homes in order to know what you can afford & when you should buy. Ask me about suggested Lenders!

03

FIND THE PERFECT HOME

I suggest touring a wide variety of homes in your price range. This is the best way to figure out what you are truly looking for. Keep an open mind at the beginning - sometimes you don't know until you see it!

04

MAKE THE RIGHT OFFER

After you decide on a house that you love, we will work together to create an offer for the home. The seller may choose to negotiate the offer, and we will work together until all parties come to a full agreement.

05

GET A HOME INSPECTION

A home inspection is an important piece to understanding the condition that your new home is in. This occurs within 10 days of when your offer is accepted. Once the Home Inspection is complete, we will submit any requests for repairs or cash credit to the Seller.

06

COMPLETE YOUR FINANCING

In the weeks between offer acceptance and the closing date, you will be working with your Lender to get all of the necessary documents in and finalize numbers. The sale cannot close until your lender has everything completely approved and finalized.

07

MAKE THE FINAL WALK THROUGH

Within 5 days prior to closing, we will do a final walk through of your new home to make sure that all requested repairs were completed and that the home is clean.

08

CLOSE THE DEAL

After all of your documents are signed at the Title Company and the funds have been transferred from your lender, the Title Company sends the paperwork to the County Courthouse for final recording. Once it is recorded, I can hand over your keys and pour you a drink to celebrate!

FINANCING

Before you start looking at homes, it's a good idea to find a target price range! If you are planning on getting a loan, A mortgage lender will want to make sure you can handle the down payment plus a monthly mortgage payment made up of principal, interest, taxes and insurance (PITI).

In order to plan properly, you need to understand what lenders are looking for from a borrower. There are three main factors that help determine if you qualify for home financing: Income, Assets, and Credit History.

Questions to ask when interviewing potential lenders...

- What is the best type of loan for me?
- Do I qualify for any special discounts or loan programs?
- What interest rate can you offer?
- When can you lock in my rate?
- What fees can I expect from you?
- What are my estimated closing costs?



PART 2: FINANCING

There are many different factors that the lender will use to calculate your pre-approval. It's always best to be prepared, so here are a few of the documents you can begin to gather together and can expect to be requested:

Most Recent Pay Stubs



W-2 Forms for the Last
2 Years



If Self-Employed, Federal
Tax Forms for Previous Year



Bank Statements



List of Monthly Debt



MY RECOMMENDED LENDERS

Please feel free to reach out and interview some of the lenders that I know and trust:

DYLAN LANGEI, EVERGREEN HOME LOANS



360-927-5897 Cell
360-594-0941 Office

dlangei@evergreenhomeloans.com
1835 Barkley Blvd Suite 101 | Bellingham, WA 98226

SARA ELKINTON, MOVEMENT MORTGAGE



206-962-0818 Cell

sara.elkinton@movement.com
<https://movement.com/lo/sara-elkinton/home>

DENAE ALLEY, NORTH PACIFIC MORTGAGE



425-478-1363 Cell

denae@npacificmortgage.com
22232 17th Ave. SE Suite 303 | Bothell, WA 98021

HOME SEARCH

As your Real Estate Agent, my number one goal is to help you achieve your own. I want to understand your priorities, timeline, ideal price point, and style when it comes to buying your home so we can accomplish your goals! After you are pre-approved, we will start the home search!

ONLINE SEARCH:

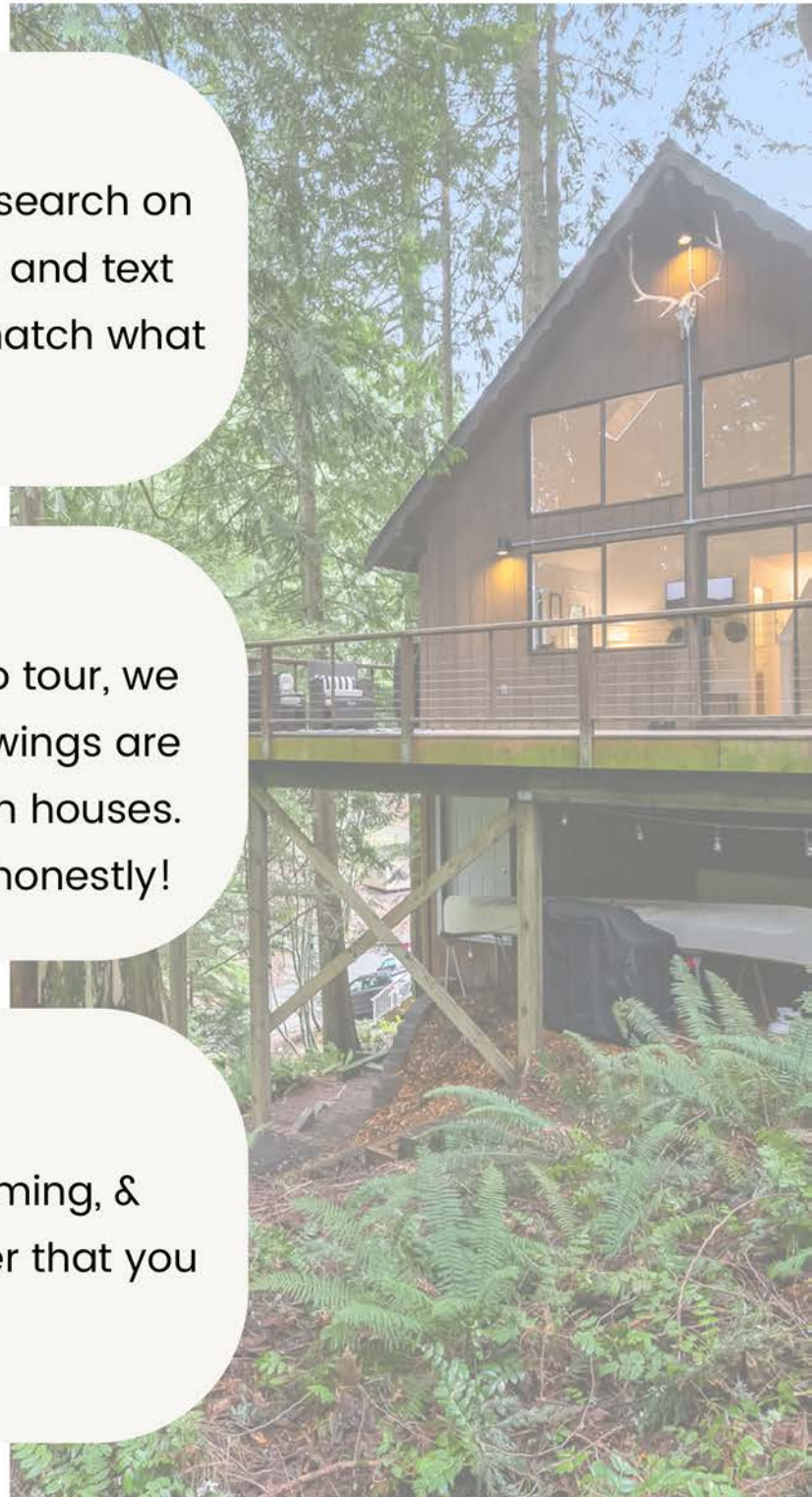
I will set you up on an automated search on the Multiple Listing Service (MLS) and text you any homes that particularly match what you're looking for.

TOURING HOMES:

When we find a home you'd like to tour, we will setup a showing! Private showings are always better than attending open houses. You can take your time & speak honestly!

WHEN YOU LOVE IT:

We will talk about offer terms, timing, & strategy in order to submit an offer that you feel good about.



OFFERS & NEGOTIATIONS



OFFER TERMS

Before we begin writing an offer, we will typically strategize and review the following offer terms:

- Offer Price
- Financing Amount & Terms
- Earnest Money Deposit
- Closing Date
- Inspection Period
- Closing Costs
- Title Contingency



NEGOTIATION

Once we submit your offer, it is likely that there will be some negotiations with the seller. During this process, I will stay in close contact with you and the listing agent in order to come to a mutual agreement that best benefits you!



ESCROW

Congrats! Once there is a mutually signed contract, you will officially be PENDING on your home purchase. We are almost there. You will turn in your earnest money Deposit, we will get inspections scheduled (if you have an inspection contin, negotiate repairs, and move forward with your loan application. The entire process from contract to close typically takes between 45-45 days.



INSPECTION PERIOD



QUICK FACTS

- A home inspection is a non-invasive look at the condition of the home
- An inspector will look at siding, roof, foundation, attic, crawlspace, electrical, plumbing, appliances, etc. for any signs of defects and past, current, or potential problems
- An inspection typically costs \$400-\$500, and a sewer scope can be completed at an additional cost
- Depending on the size and condition of the home, and home inspection usually takes 2-4 hours

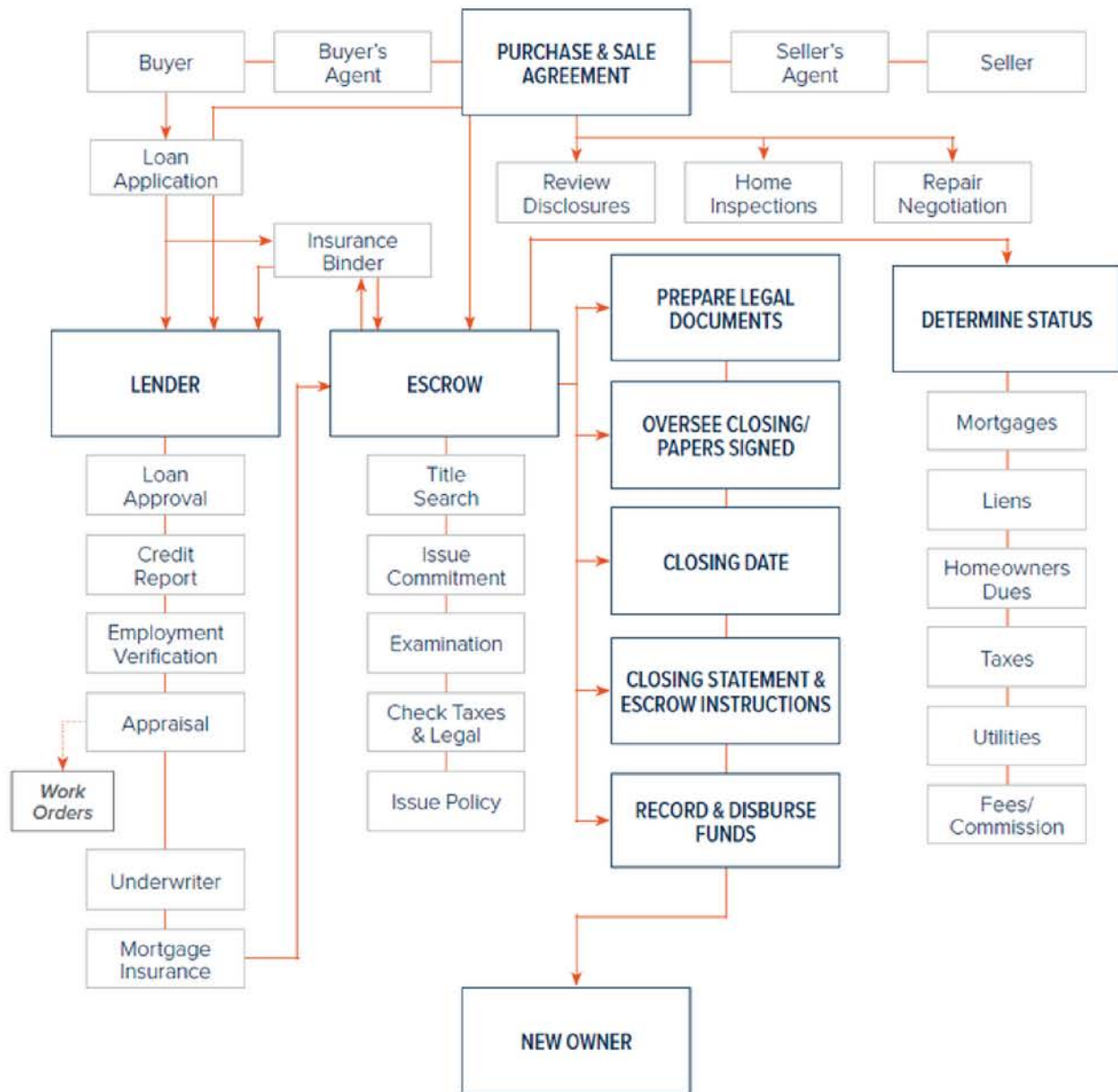
INSPECTION TIME PERIOD

The typical inspection period is between 5-10 days

It is critical that we begin scheduling the inspections you choose to have done as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

After the home inspection, we can request time for additional repairs if necessary. We will then draft an inspection response to send to the sellers. If the inspection is done and you decide you'd rather walk away and not move forward with your purchase, you get your earnest money back (as long it's withing your inspection period time frame)

WHAT HAPPENS BETWEEN AN ACCEPTED OFFER & CLOSING?



Typically, the Closing Date is 25-45 days following the day of mutual acceptance. This allows time for necessary inspections, ordering of Title documentation, and for your Lender to have final approval. Once we are mutually accepted, I will send you a customized Contract Timeline which outlines all of the important dates in your transaction.

WHAT HAPPENS AT CLOSING?

During the negotiation stage of the transaction, a mutually agreed-upon date for closing is determined. "Closing" is when you and the seller sign all the paperwork, pay your share of the settlement fees, and the documents are recorded. Settlement obligations vary widely due to specific contract language, local laws and customs. Prior to closing, the closing agent (usually an escrow or title company) will complete a detailed settlement statement for both buyer and seller. Some general expectations about the week of closing::

- We will setup a final walk-thru for your new home for the week of closing
- A couple of days before closing, you will go to the Title Company to sign the Lender and Title Paperwork
- Make sure you called all utility companies to setup service starting on the closing day & that your home insurance starts on the day of closing
- On closing Day, the Title Company will call your agent to let you know when the Sale is recorded with the county. Once the sale is recorded, the house is all yours!
- Your agent will deliver the keys to you (with your closing gift!)
- Time to move in!



FAQ



How does my offer get presented to the seller?

In today's electronic world, offers are sent via email to the seller's agent. I will call the agent to let them know it's coming and tell them a little bit about you and the details of your offer. Then I will follow up with the agent again to confirm receipt of your offer.

Does it cost me money to make an offer?

When you write the offer on the home you've chosen and it gets accepted by the Seller, you will be expected to include an earnest money deposit. The deposit is a sign of your good faith that you are seriously interested in buying the home.

Where does my earnest money go?

Once the buyer and seller have a mutually accepted offer, the earnest money is deposited into a trust account. That deposit becomes a credit to the buyer and becomes part of the purchase expense.

Can I lose my earnest money?

Real estate contracts are complicated legal transactions. This is another area where having a knowledgeable and professional agent is a necessity. Rarely does the buyer lose the earnest money. Most often, if the transaction falls apart, there are circumstances beyond the buyer's control that cause it to happen. If the buyer willfully decides, however, that they no longer want to buy the house and has no legal reason for rescinding their offer, then the seller has the right to retain the earnest money.

What happens if I offer less than asking price?

If you offer less money, the seller has three options. They can accept the lower offer, counter your offer or reject it completely. Remember that there could be another buyer who is also interested in the home. If they happen to write an offer at the same time you do, there are usually many aspects of each offer to consider, but ultimately the seller will want to accept the best and most complete offer. In active real estate markets, homes often sell for their listed price. In hot markets, there may be many buyers vying for the same house, which sometimes drives the final sale price above the original listing price. As your realtor, I will help you plan your strategy, based on the current real estate market in our area.

What if the Home Appraisal comes in low?

If the appraised value is less than the purchase price, lenders use that value to determine your Loan to Value Ratio (LTV). Unless the seller agrees to lower the price, you will have to increase your down payment to get the same mortgage and interest rate, since bank's will not lend for more than what the home is appraised for.

What is a Point?

A point is equal to one percent of the loan principal. Some lenders charge points, in addition to interest and fees, at closing.

What is Title Insurance?

Title insurance protects against loss from any defects in the legal title, liens against the property or other adverse claims. The lender usually requires title insurance.

VENDOR RECOMMENDATIONS

Please feel free to reach out and interview some of the inspectors that I know and trust.

HOME INSPECTORS

Sound to Mountain Home Inspections LLC
425-239-6393 | www.stmhomeinspections.com

Pillar to Post Home Inspectors
800-294-5591 | www.pillartopost.com/home-buyer/

HOME INSURANCE

Rice Insurance - Cassie Robles
360-603-4315 | Cassier@riceinsurance.com

GENERAL CONTRACTORS

Cool Runnings Construction - David Campbell
360-399-8014 | coolrckd@gmail.com

Umbrella Contracting Services - Aaron Long
360-59908818 | aaron.umbrellacs@gmail.com

HVAC & PLUMBING

Barron
360-788-4187 | www.barronheating.com

Gary's Plumbing & Electric
360-734-9700 | www.garys-plumbing.com

ROOFERS

Umbrella Contracting Services - Aaron Long
360-599-8818 | aaron.umbrellacs@gmail.com

Nolan's Roofing
360-815-7331 | www.nolansroofing.com

VENDOR RECOMMENDATIONS

Please feel free to reach out and interview some of the inspectors that I know and trust.

ELECTRICIANS

Rider Electrical – Britton Rider
425-231-6076 | brittonrider@gmail.com

Seatown Services
206-209-0117 | www.seatownservices.com

EXTERIOR MAINTENANCE

young Brothers Property Management
360-510-9159 | www.youngbrotherspm.com

CRAWLSPACES

Foundation Restoration
360-383-7500 | www.foundationrestoration.com

Dry Walls LLC – Butch Aldrich
360-441-7156

HOME PAINTING

Solis Painting – Eduardo Solis
360-493-9016

Kulshan Painting
360-305-4420 | www.kulshanpainting.com

LANDSCAPING

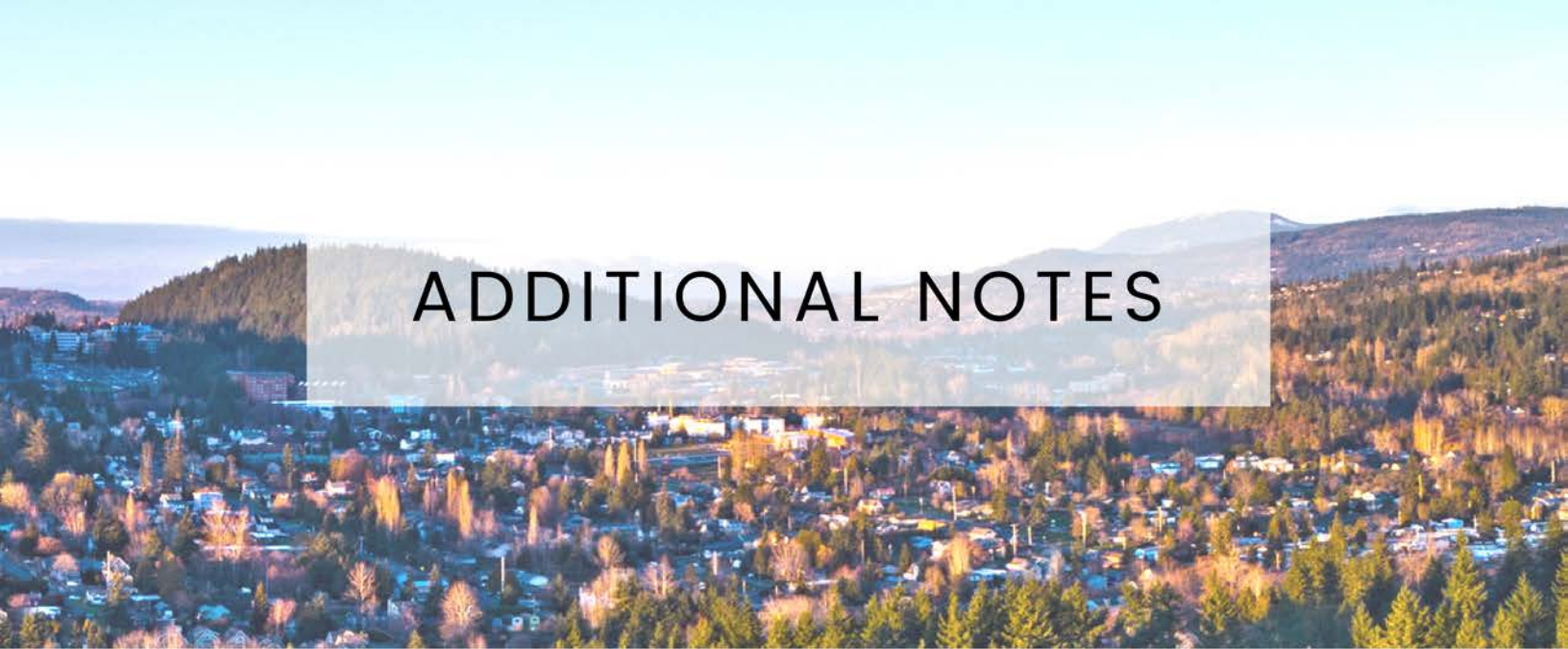
Creative Landscaping – Manny Martinez
719-421-9009

upside Landscaping
360-812-1893 | www.upsidelandscape.com



ADDITIONAL NOTES

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Elizabeth Wolfe

REALTOR®



I look forward to working with you!

YOUR LOCAL REALTOR®



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