

SELLING YOUR HOME



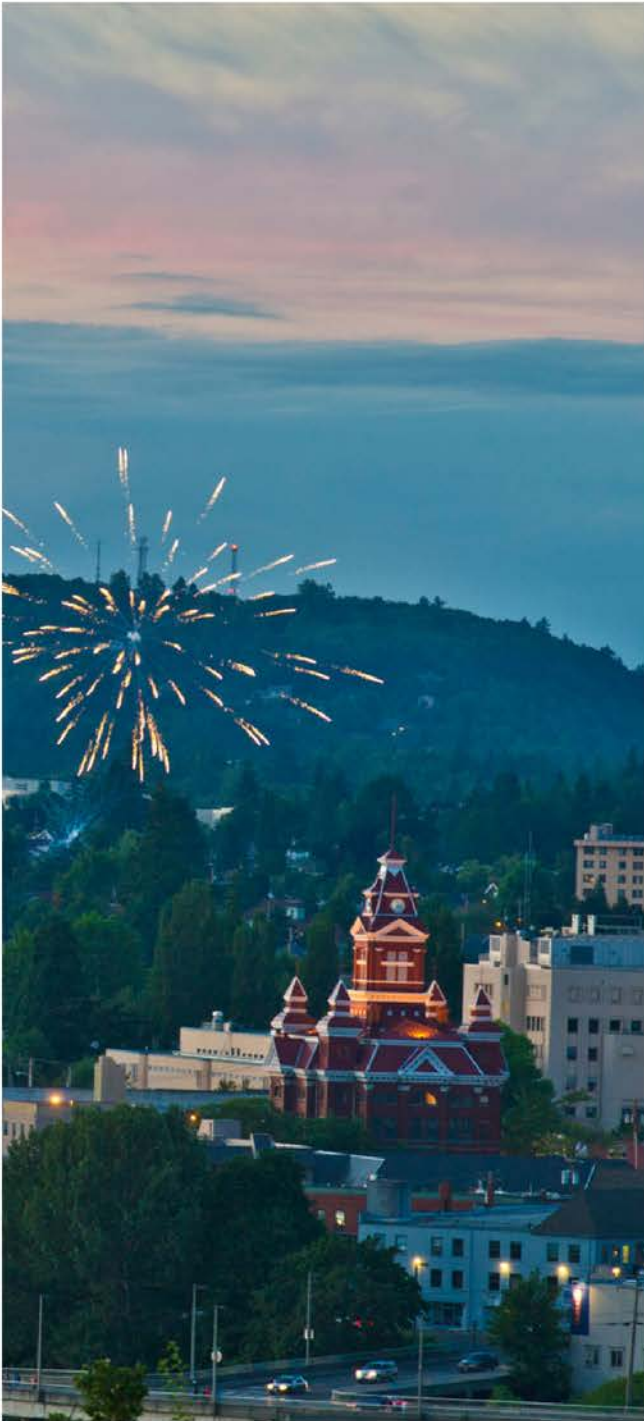
PRESENTED BY:

Elizabeth Wolfe

REALTOR® | WINDERMERE REAL ESTATE WHATCOM

ADVOCACY | EXPERTISE | RELATIONSHIPS

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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 market, what buyers are looking for in a home, and what each area of Whatcom County offers.

My seven years in the real estate industry has allowed me to tailor listing strategies that maximize a home's value while providing the most stress-free seller experience possible. I provide guidance and management of all home improvements, staging, and listing preparation. I also believe that marketing is key to any home sale, and I will provide a personalized marketing plan to best fit your home. My track record proves that my strategies greatly benefit my clients and continue to in this changing market.

I am dedicated to my work as a realtor in Whatcom County. Each client means a great deal to me, and I believe that communication and trust go a long way in making my clients goals a reality. I would love the opportunity to work with you in the sale of your home!



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

Elizabeth Wolfe

REALTOR® | WINDERMERE WHATCOM, INC.



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515 W Bakerview Rd, Bellingham, WA

CLIENT TESTIMONIALS



SUZANNE BRYAN

SOLD 4205 RIDGEWOOD AVENUE
LISTED FOR \$675K | SOLD FOR 760K

“We worked with Elizabeth, both to sell our house and purchase a new one, and she was very motivated, professional, and very easy to work with. She was quick to respond and we felt like she was definitely acting in our best interest at all times. She was very genuine and hard-working. We would highly recommend her to anyone looking to buy or sell their home!!

TAMARA GREGOIRE

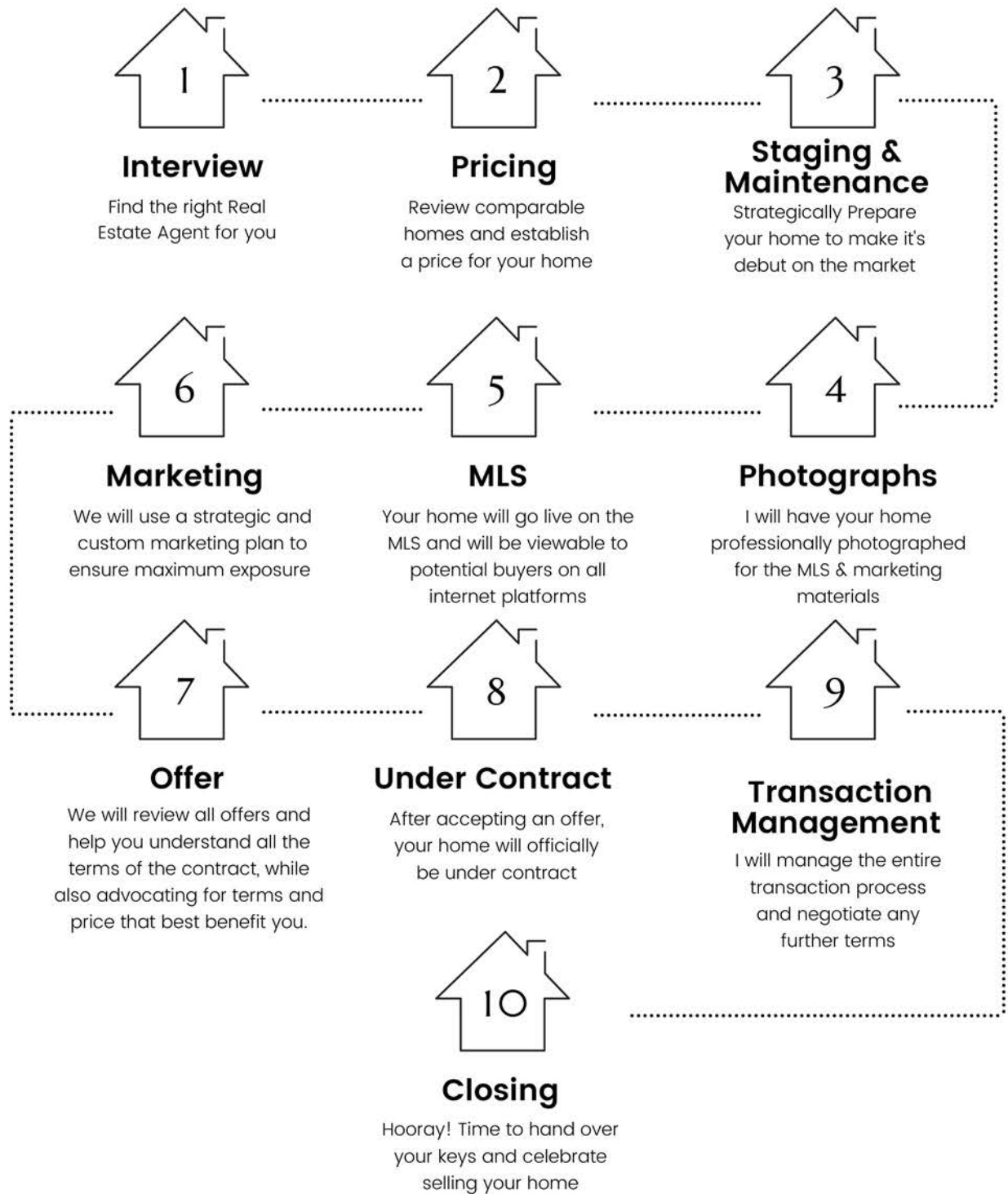
SOLD 131 HAWTHORN ROAD
LISTED FOR \$1.695M | SOLD FOR \$1.695M

“We connected with Elizabeth to sell our Edgemoor home and could not have asked for a better or more professional experience. She used her expertise to prepare our listing the home, and it ended up pending at full price within 36 hours. She made a process that we thought would be stressful a very pleasant experience instead!



THE SELLER ROADMAP

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



SELLER MINDSET

As your Real Estate Agent, my number one goal is to help you achieve your own. I make it my priority to understand your situation when it comes to selling your home so we can accomplish your goals.

01 YOUR WHY

Why are you moving? How soon do you need to move? What is your #1 goal in the sale of your home?

02 YOUR PLAN

What will you do if your home doesn't sell in the expected timeframe? What action items need to take place in order to make this happen?

02 OBSTACLES

Do you anticipate any major challenges with selling your home? Let's come up with a proactive plan to overcome these!



WHAT I OFFER

My commission fee covers management of the listing from start to finish. Communication, organization, and personalized client care are of my top priorities when listing a home.

INCLUDED IN COMMISSION FEE:

LISTING PREPARATION

FULL HOME STAGING OR SUPPLEMENTARY STAGING BY GREENHOUSE HOME OR SAVVYNNESS INTERIORS

PROFESSIONAL PRE-LISTING HOUSE CLEANING

MANAGEMENT OF ALL PRE-LISTING CONTRACTED WORK INCLUDING LANDSCAPING, GENERAL CONTRACTORS, WINDOW WASHING, ETC.

PROFESSIONAL PHOTOGRAPHY: INTERIOR & EXTERIOR, DRONE, SUNSET, AND MATTERPORT 3D TOUR

PROFESSIONAL LISTING VIDEO

MARKETING & TRANSACTION MANAGEMENT

CUSTOM SOCIAL MEDIA AND WEB-BASED ADVERTISING PLAN

STRATEGIC POSTCARD CAMPAIGN

COMPREHENSIVE OFFER SUMMARIZATION AND REVIEW PROCESS

COMPLETE TRANSACTION MANAGEMENT



MARKETING PLAN

We will work together to establish a winning marketing plan for your home. I approach each listing with a fresh perspective, so we will be sure to customize our marketing plan specifically for your property.



Create professional listing brochures /materials & in-home marketing book



Informative & engaging MLS listing presentation



Expose to my 150 associates at weekly sales meeting & cross brokerage networking events



Strategic & targeted postcard and online campaign



Hold Open Houses on weekend after listing goes live & as needed thereafter



Follow up with all realtors who show the property for feedback



Use high resolution, professional quality photography, 3D tour, & listing video



Post on all social media platforms, including posting a professional REEL.



Send seller weekly updates on listing & marketing activity

PHOTO PREP CHECKLIST

- Clean the entire house
- Make sure all bedding, pillows, and blankets are correctly arranged on all beds, couches, and chairs
- Turn on all lights, lamps and overheads. Be sure to replace any burned out bulbs
- Shutters and blinds should all be open or set to matching angles
- Clean all windows and glass mirrors
- Declutter all counter spaces in kitchen and bathrooms
- Turn off all ceiling fans
- Remove your furry friends from the areas being photographed
- Store away pet supplies, food bowls, toys, etc.
- Cut the lawn, tidy up landscaping, and make sure your patio furniture is arranged
- Sweep the porch and exterior area




A FEW OF MY RECENT LISTINGS

01



131 HAWTHORN ROAD

 2 Days On Market

- 3,377 square ft
- 3 bedroom
- 2.5 bathroom
- 2 car garage
- Bay view
- Highly desirable Edgemoor location

LIST PRICE
\$1,695,000

SOLD PRICE
\$1,695,000

02



374 SUDDEN VALLEY DRIVE

 6 Days On Market

- 1,272 square ft
- 3 bedroom
- 1.75 bathroom
- Carport
- Territorial view
- Great Sudden Valley starter home

LIST PRICE
\$435,000

SOLD PRICE
\$439,000

03



3215 CHANDLER PARKWAY

 7 Days On Market

- 2,798 square ft
- 4 bedroom
- 2.5 bathroom
- 2 car garage
- Bay & city view
- Beautiful Barkley Hill location

LIST PRICE
\$1,125,000

SOLD PRICE
\$1,125,000

PRICING YOUR HOME

My goal will be to price your home correctly the first time. I will factor in recent comparable sales, home age & condition, location, home/lot square footage, and market conditions in order to generate a price that will attract the most buyers. With strategic preparation, presentation, and marketing, the value of the home will be maximized from the start.

VENDOR RECOMMENDATIONS

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

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

Elizabeth Wolfe

REALTOR®



Thank you for choosing me to help you in the task of selling your home. I look forward to working with you to help you achieve all your real estate goals!

YOUR LOCAL REALTOR®



(360) 319-6923



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eizabethwolfe@windermere.com



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