

# BUYERS GUIDE

Chris Parks, Realtor®/Lifestyle Advisor



WINDERMERE NORTHWEST LIVING



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## ➔ ABOUT ME

Chris Parks is a successful real estate broker who leverages more than two decades of corporate sales and marketing experience and real estate investment experience to provide clients with a custom, relationship-driven approach to meeting their real estate needs. Her business knowledge combined with her genuine desire to help clients achieve their real estate and lifestyle goals has quickly earned Chris a reputation in Clark County as a kind-hearted real estate force with which to be reckoned!

Chris and her husband, Pete, established a real estate investment company in 2011 and experienced a great deal of business success with the purchase, rehabilitation and leasing of rental properties. Chris learned in the corporate world that customer care goes well beyond the sale or purchase transaction and her relationship-driven approach, combined with her ability to expertly negotiate transactions, earned the respect of business partners and clients in the real estate community. In 2014, Chris earned her real estate license so that she could help others achieve their real estate goals.

Chris is a knowledgeable resource for information about the local real estate market and continues to draw on her great depth of experience in sales, marketing and analysis to expertly negotiate and manage transactions. She is an excellent real estate professional who understands marketing tools and technology and their role in maximizing exposure and traffic for a home's sale. Chris's clients look to her as a trusted advisor who can analyze and interpret data, offer thoughtful guidance, negotiate and manage the closing process on their behalf.

Her clients refer her again and again because they know people will benefit from her 20+ years of real estate and business experience. They feel confident she will lead them through a proven and systematic process, maximize their value and minimize their stress!



## → WHY WINDERMERE

Whether you are moving across the street or across the region, the Windermere network of offices is poised to help you make the right move.

In addition to our local expertise, we are happy to providing details on housing, community profiles and statistics for the area in which you are moving.

We'll even refer a qualified agent to you that can assist with your new home search anywhere in the world.

**300+ OFFICES**

**MORE THAN 7,000 AGENTS**

**COMPLETE COVERAGE  
THROUGHOUT THE WESTERN  
U.S. AND MEXICO**

**LARGEST REGIONAL REAL  
ESTATE COMPANY IN THE U.S.**





# WINDERMERE NORTHWEST LIVING

Out of our 6 locations and 200 agents, we achieved an impressive 8.6% market share, solidifying our position as a market leader. In 2023 alone, we successfully closed nearly 850 million dollars in home sales, a testament to our commitment to excellence in the real estate industry.

## OUR OFFICE LOCATIONS:

**EAST VANCOUVER  
SALMON CREEK  
FELIDA  
LONGVIEW  
CATHLAMET  
RAINIER, OR**

In addition to helping clients buy and sell homes, we are committed to giving back to our community. Over the years we have given over 2 million dollars, contributing to various community organizations accross SW Washington. As part of our ongoing commitment, we dedicate a community service day each year, reinforcing our belief in giving back and fostering positive change in the neighborhoods we serve.

- › Local Food Banks
- › Local Humane Societies
- › Local Community Gardens
- › Scholarships for High School Seniors
- › Various Charity Support and Drives
- › Children's Justice Center





Washington Real Estate Law

## 2024 BUYER AGENCY LAW CHANGES

Effective January 1, 2024, the statute in Washington that governs real estate brokerage relationships (RCW 18.86) – otherwise known as the “Agency Law” – was significantly revised. The revisions modernize the 25-year-old law, provide additional transparency and consumer protections, and acknowledge the importance of buyer representation.

### KEY REVISIONS

For years, real estate brokerage firms were only required to enter into written agreements with sellers, not buyers. The Agency Law now requires firms to enter into a written “brokerage services agreement” with any party the firm represents, both sellers and buyers. This change is to ensure that buyers (in addition to sellers) clearly understand the terms of the firm’s representation and compensation.

The services agreement with buyers must include:

- The term of the agreement (with a default term of 60 days and an option for a longer term);
- The name of the broker appointed to be the buyer’s agent;
- Whether the agency relationship is exclusive or non-exclusive;
- Whether the buyer consents to the individual broker representing both the buyer and the seller in the same transaction (referred to as “limited dual agency”);
- Whether the buyer consents to the broker’s designated broker/managing broker’s limited dual agency;
- The amount the firm will be compensated and who will pay the compensation; and
- Any other agreements between the parties.

### ADDITIONAL INFORMATION

There are other changes to the law that provide additional consumer protections related to the duties that brokers owe to all parties in a transaction.



#### REVISED PAMPHLET

The pamphlet entitled “Real Estate Brokerage in Washington” provides an overview of the revised Agency Law.



#### REVISED AGENCY LAW

Substitute Senate Bill 5191 sets forth the revised Agency Law in its entirety.



## LAW CHANGES CLARIFICATIONS

- ➔ The settlement empowers consumers with additional choice and transparency when buying a home.
- ➔ As part of the new practice changes, you will need to sign a written agreement with your agent before touring a home.
- ➔ Before signing this agreement, you should ensure it reflects the terms you have negotiated with your agent and that you understand exactly what services and value will be provided, and for how much.
- ➔ Written agreements apply to both in-person and live virtual home tours.
- ➔ You do not need a written agreement if you are just speaking to an agent at an open house or asking them about their services.
- ➔ The seller may agree to offer compensation to your agent. This practice is permitted but the offer cannot be shared on an MLS.
- ➔ You can still accept concessions from the seller, such as offers to pay your closing costs.
- ➔ Compensation for your agent remains fully negotiable and is not set by law, and if your agent is a REALTOR®, they must abide by the REALTOR® Code of Ethics and have clear and transparent discussions with you about compensation.
- ➔ When finding an agent to work with, ask questions about compensation and understand what services you are receiving.



# HOW DO REALTORS® HELP BUYERS?

## MARKET INSIGHTS

- › Provide market overview
- › Produce Comparative Market Analysis
- › Show what comparable homes are selling for
- › Provide relevant neighborhood information on:
  - › Schools
  - › Parks
  - › Dining
  - › Recreation
  - › Commute times
  - › Arts, culture & entertainment

## BUYER NEEDS

- › Conduct pre-showing interview to determine needs
- › Help find the right home to purchase
- › Connect buyer with mortgage broker to determine how much home they can afford
- › Set up customized property search

## PREVIEW HOMES

- › Schedule showings
- › Show homes
- › Community tour

## CONTRACTS

- › Explain Contract to Buy & Sell
- › Explain buyer agency agreement
- › Explain required disclosure documents
- › Explain deeds
- › Explain title work
- › Obtain & review qualification letter

## COMMUNICATION

- › Explain the buying process
- › Review & arrange financing options
- › Guide through the inspection process
- › Guide through the appraisal process
- › Explain closing procedure
- › Schedule & manage vendors
- › Track due diligence deadlines
- › Recommend providers & coordinate with:
  - › Lenders
  - › Appraisers
  - › Inspectors
  - › Title company

## NEGOTIATION

- › Offer strategy
- › Price
- › Inspection resolution
- › Appraisal resolution
- › Title resolution
- › Multiple offers
- › Seller concessions
- › Earnest money
- › Inclusions & exclusions
- › Conditional sale contingency
- › Survey resolution
- › Due diligence resolution
- › Closing & possession date



# PURCHASE AND SALE AGREEMENT

Once you've found the home you want to buy, together we'll complete a purchase and sale agreement. This is the contract in which you and the seller outline the details of the property transfer. The purchase and sale agreement usually consists of the following pages:

The Purchase and sales agreement may consist of:

- Earnest money receipt
- Financing addendum
- Inspection addendum
- Contingency addendum, when appropriate
- Addendum outlining special conditions
- Lead-based paint notification, when appropriate

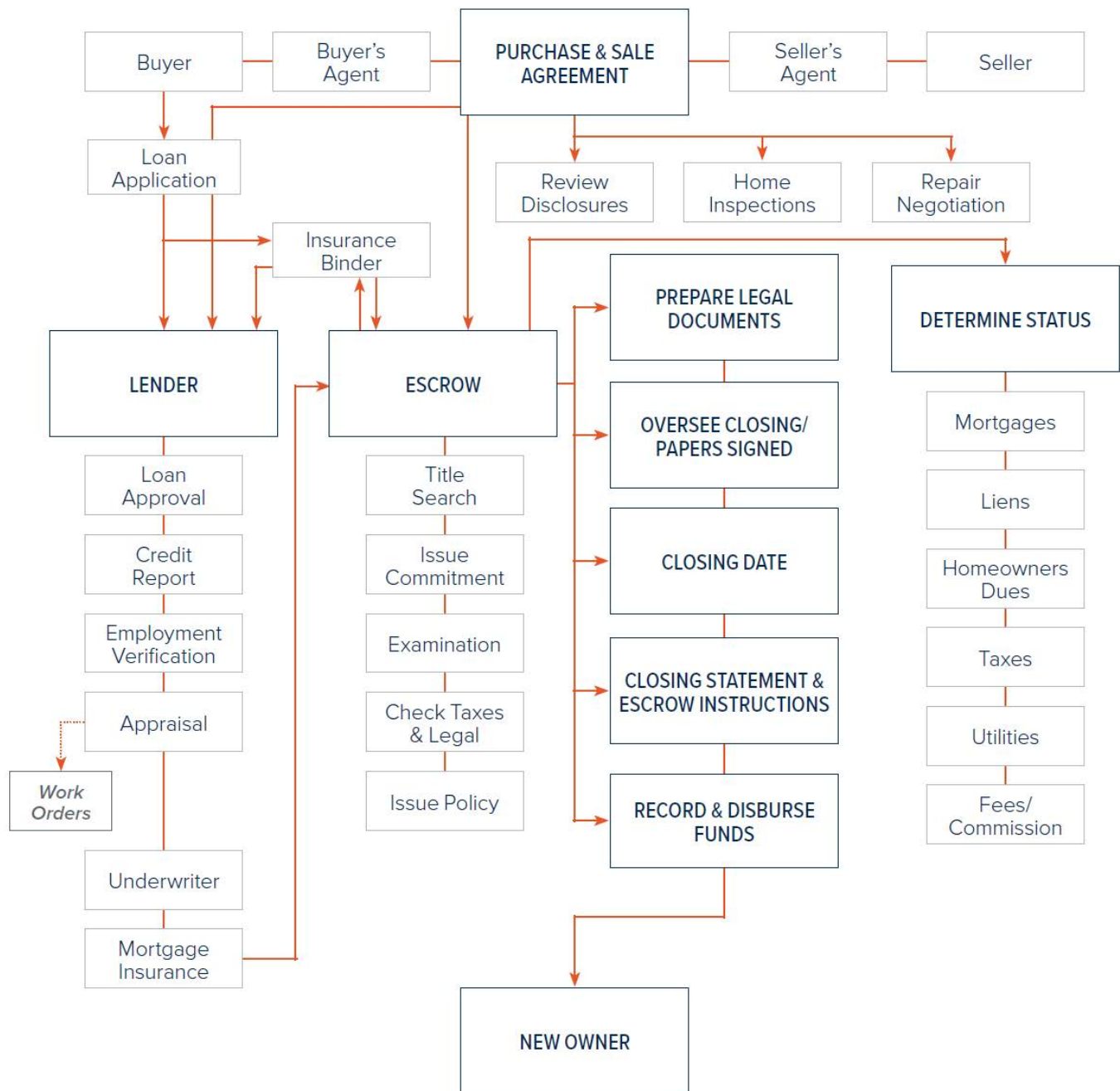
In selected areas, the following forms will also be part of your agreement:

- Agency disclosure form
- Property disclosure form completed by the property seller
- Local area disclosures





# STEPS TO CLOSING





## HOW MUCH HOUSE CAN YOU AFFORD?

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 financing 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](https://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 to 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.

### PRE-APPROVAL

A letter of pre-approval 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

# BUYER 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

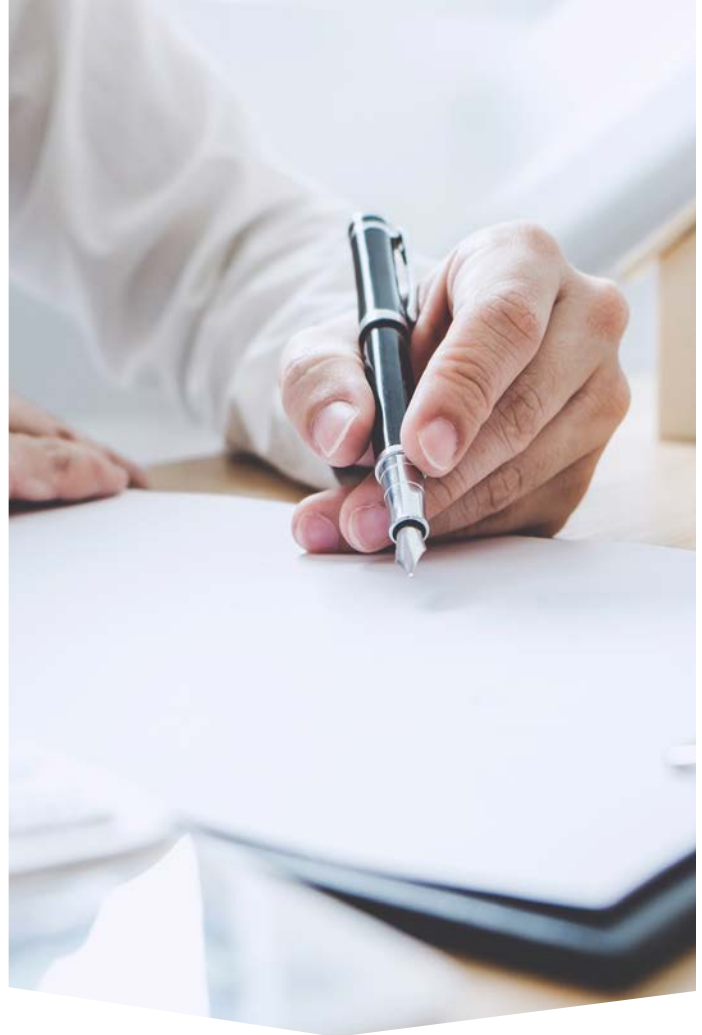
A one-time premium that a buyer pays for protection against loss or damage in the event of an incorrect search of public records or misinterpretation of title. The title insurance policy also shows what the property is subject to in terms of liens, taxes, encumbrances, deed restrictions and easements.

## 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 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.

## PREMIUM MORTGAGE INSURANCE (PMI)

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



# UNDERSTANDING HOME INSPECTIONS

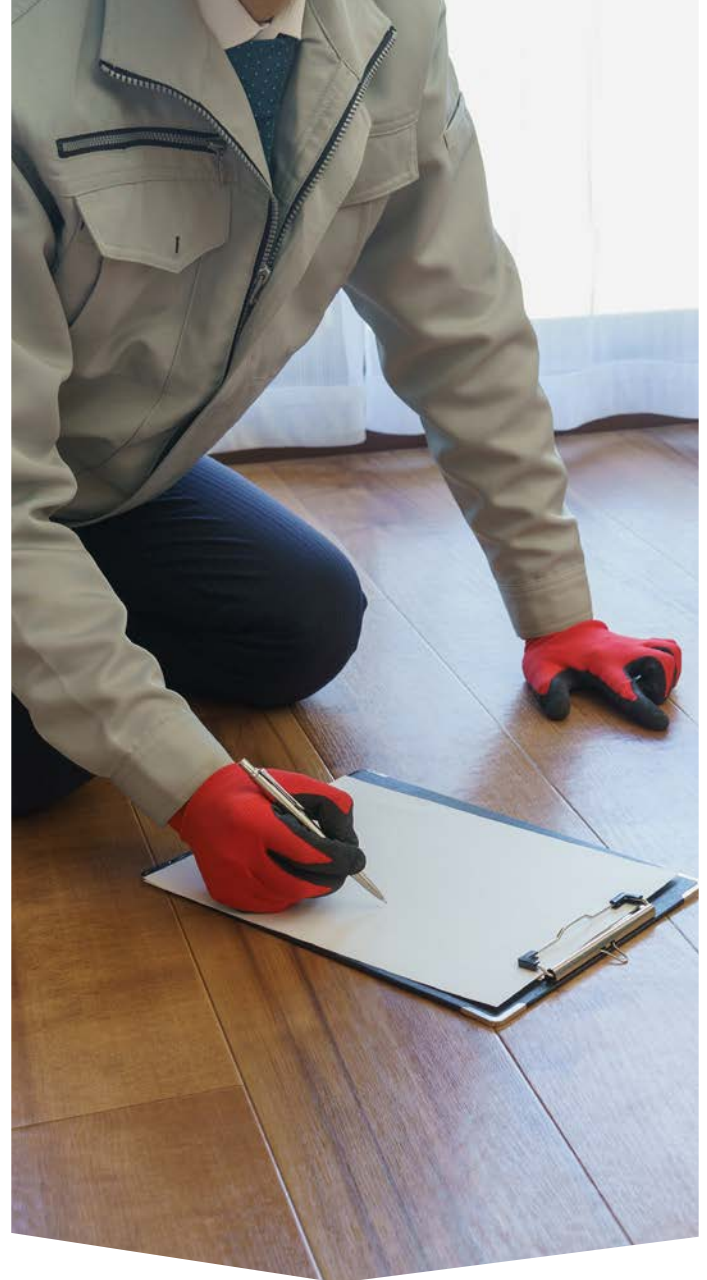
When you're ready to complete a purchase and sale agreement on a home, your offer will generally be contingent on a professional inspection of the entire property—including improvements. The home inspector looks beyond the cosmetics to make sure that the home's general systems operate properly. The inspector will also look for large repairs that are needed and report on the condition of the home.

The standard home inspector's report will review the conditions of the home's heating and cooling systems; interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; foundation, basement and visible structure. The inspector will also look for cracks in cement walls, water stains that indicate leakage, and any indication of wood rot.

A home inspection also points out the positive aspects of a home, as well as the maintenance that will be necessary to keep it in good shape.

As Windermere agents, we're familiar with home inspection services and can provide you with a list of names from which to choose. Another good way to find a home inspector is to ask a friend, or perhaps a business acquaintance, who has had a home inspection and can recommend a home inspector they were satisfied with.

Remember, no home is perfect. If problems are found, we will help you negotiate through the process.

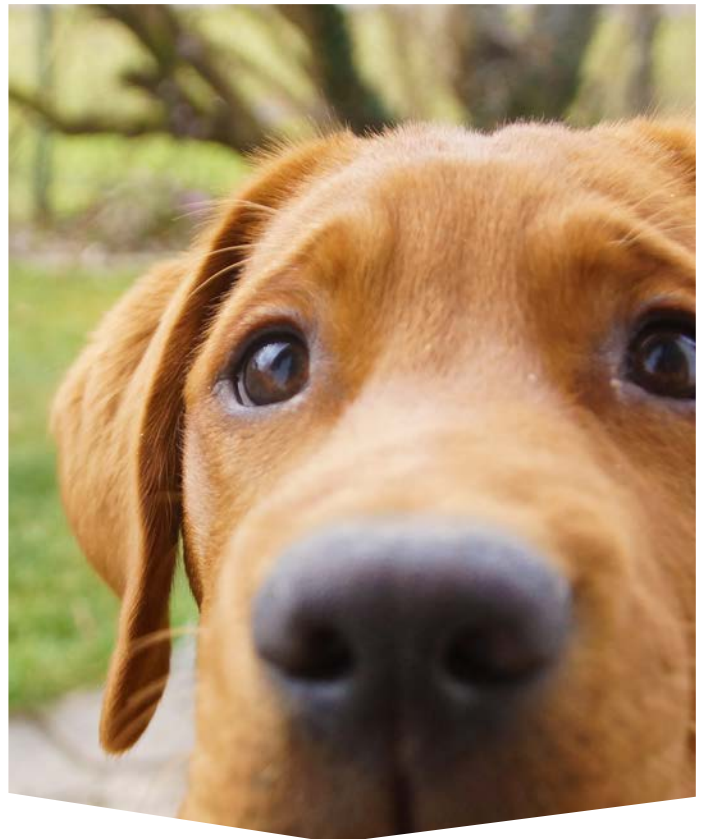


# RELATIONSHIP BEYOND THE TRANSACTION

My relationship with you doesn't end with the close of a transaction. The close of a transaction is the start of a lifelong relationship.

I recognize the significance of extending my support to clients well after you close on your new home. I will be here to connect you with reputable contractors for whatever projects you want to tackle. I can tap into my network of dependable professionals to offer referrals for tasks like home repairs, remodeling, and landscaping. Your home is your biggest investment, so I strive to enhance the overall satisfaction and peace of mind for my clients, ensuring that their homeownership journey is supported and positive well beyond the initial real estate transaction.

Moving into a new area can be stressful, and I am here to help with that as well. Whether it's suggesting a cozy coffee shop, a great restaurant in the neighborhood, or highlighting the best spots for local shopping, I aim to help my clients feel not only at home in their new residence but also integrated into the fabric of the community. By providing these recommendations, I strive to make the transition into a new neighborhood as seamless and enjoyable as possible, fostering a sense of connection and satisfaction.







## COMMITMENT TO COMMUNITY

Windermere understands the importance of giving back to our community. Enriching the neighborhoods in which we live and work is an integral part of how we do business.

### THE WINDERMERE FOUNDATION

- › We donate a portion of our commission from every transaction to benefit the Windermere Foundation.
- › Since 1989, the Foundation has collected and contributed over \$50 million.
- › Assistance is provided to non-profit agencies dedicated to helping homeless and low-income families in our community.

### COMMUNITY SERVICE DAY

- › Since 1984, Windermere agents have dedicated an annual day of work to those in need.
- › These hands-on projects benefit a wide variety of community-based organizations.
- › Projects have included maintenance at a senior center, construction of a children's playground and sorting duties at a food bank.
- › I am pleased to be a part of such an important mission. It's just the right thing to do.







## MOVING AND PACKING TIPS

The process of moving is long and complex. Being organized, knowing what needs to be done, and tackling tasks efficiently can make your move significantly less stressful. Here's a checklist to keep you on task and help make your move successful.

### SIX TO EIGHT WEEKS BEFORE:

- Use up things that may be difficult to move, such as frozen food.
- Get estimates from professional movers or from truck rental companies if you are moving yourself.
- Once you've selected a mover, discuss insurance, packing, loading and delivery, and the claims procedure.
- Sort through your possessions. Decide what you want to keep, what you want to sell and what you wish to donate to charity.
- Record serial numbers on electronic equipment, take photos (or video) of all your belongings and create an inventory list.
- Change your utilities, including phone, power and water, from your old address to your new address.
- Obtain a change of address packet from the post office and send to creditors, magazine subscription offices and catalog vendors.
- Discuss tax-deductible moving expenses with your accountant and begin keeping accurate records.

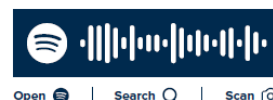
### TWO TO FOUR WEEKS BEFORE:

- If you're moving to a new community, contact the Chamber of Commerce and school district and request information about services.
- Make reservations with airlines, hotels and car rental agencies, if needed.
- If you are moving yourself, use your inventory list to determine how many boxes you will need.
- Begin packing nonessential items.
- Arrange for storage, if needed.
- If you have items you don't want to pack and move, hold a yard sale.
- Get car license, registration and insurance in order.
- Transfer your bank accounts to new branch locations. Cancel any direct deposit or automatic payments from your accounts if changing banks.
- Make special arrangements to move pets, and consult your veterinarian about ways to make travel comfortable for them.

### TWO TO THREE DAYS PRIOR:

- Defrost your refrigerator and freezer.
- Have movers pack your belongings.
- Label each box with the contents and the room where you want it to be delivered.
- Arrange to have payment ready for the moving company.
- Set aside legal documents and valuables that you do not want packed.
- Pack clothing and toiletries, along with extra clothes in case the moving company is delayed.
- Give your travel itinerary to a close friend or relative so they can reach you as needed.

*Need some tunes to  
make your **move**?*



Open | Search | Scan

# PACK A “FIRST DAY” BOX WITH ITEMS YOU WILL NEED RIGHT AWAY.

## MOVING DAY: OLD HOME

- Pick up the truck as early as possible if you are moving yourself.
- Make a list of every item and box loaded on the truck.
- Let the mover know how to reach you.
- Double-check closets, cupboards, attic, basement and garage for any left-behind items.

## MOVING DAY: NEW HOME

- Be on hand at the new home to answer questions and give instructions to the mover.
- Check off boxes and items as they come off the truck.
- Install new locks.
- Confirm that the utilities have been turned on and are ready for use.
- Unpack your “first day” box (see list for suggested contents).
- Unpack children’s toys and find a safe place for them to play.
- Examine your goods for damage.

## MOVING ESSENTIALS:

- furniture pads
- handtruck or dolly
- packing tape
- bubble wrap
- newspapers or packing paper
- scissors
- utility knife
- labels
- felt-tip markers
- cornstarch packing “peanuts”
- plenty of boxes

## FIRST DAY BOX:

- |                                      |                    |                             |
|--------------------------------------|--------------------|-----------------------------|
| • scissors                           | • pencil and paper | • snacks                    |
| • utility knife                      | • soap             | • toilet paper              |
| • local phone book                   | • bath towels      | • children’s toys and books |
| • coffee cups                        | • trash bags       |                             |
| • teakettle                          | • shelf liner      |                             |
| • instant coffee or tea, soft drinks | • paper plates     |                             |





# CLIENT TESTIMONIALS

“Incredible service from Chris. She is exceptional with detail, research and guidance assisting us in making the best decision in marketing our property!”

“Chris was amazing!!!!!!”

“Chris was a excellent agent she did a outstanding job and sold our property sooner than we expected at the price we were hoping for.”

“We appreciated the guidance Chris gave us throughout the sale and purchase of our homes. Although, we were hesitant to involve a realtor in the beginning we were glad we did. It may have turned into a true nightmare when dealing with the covid-19 issues. We feel she is very educated and professional in her dealing with her clients. Thank you Chris!”

“Chris was amazing. She worked with us as both buyers and sellers. First with the purchase of our retirement condo, and then the sale of our house. Both experiences were awesome. Chris is very personable, knowledgeable and professional. She has great marketing insights. And is genuinely one of the nicest people you’ll ever meet. The sale of our house couldn’t have gone any better. 4 offers the first weekend. 3 over list. We ended up finding the perfect couple to buy the house. Including the flexibility of a rent back to allow us time to finish our condo renovation. We would highly recommend Chris to anyone looking to buy or sell a home.” Rick and Cari

“Chris was OUTSTANDING! We have worked with a few real estate agents over the years, but Chris was truly exceptional. Due to our long distance sale, she took on the tasks of organizing contractors and receiving drop offs. Everything was run through us for approval. She communicated on a regular basis, daily during the sale. When family met her in person, all were impressed by her organization and knowledge. So grateful for her help!”

“Chris is great. Took care of our issues and questions in a timely manner. Communicated wonderfully with.”

“Chris Parks is the epitome of integrity and commitment. She conducts thorough research throughout the process, and bases her recommendations on factual industry data. Her strong communication skills shine through with her continual follow up to ensure you are informed every step of the way. She is patient, honest and devoted. She made selling our house as seamless as possible.”

“It was the best real estate sale experience.”

For more reviews & testimonials please visit my Recommendations page on my Realtor.com profile.





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