

SEATTLE  
HOME TOUR

*Andrée*  
HURLEY

(206) 669-1622

Andree@SeattleHomeTour.com





# You're busy. Let me do the heavy lifting.

As your realtor, I will:

- ✓ **Listen carefully to what's important to you**
- ✓ **Take care of all the details**
- ✓ **Handle any sticky issues**
- ✓ **Keep you informed**

**ANDREE HURLEY, REALTOR, 206-669-1622**  
**[andree@seattlehometour.com](mailto:andree@seattlehometour.com), [SeattleHomeTour.com](http://SeattleHomeTour.com)**

Offices in South Lake Union, Madison Park, Magnolia, Edmonds, Winslow





# I'll help with the details.

Important dates:

- ✓ Mutual Acceptance
- ✓ Neighborhood Review
- ✓ Form 17
- ✓ POS/Resale Certificate
- ✓ Financing Application
- ✓ Financing Contingency
- ✓ Inspection Notice
- ✓ Title Policy Review
- ✓ Contingent Sale of Home
- ✓ Closing Date

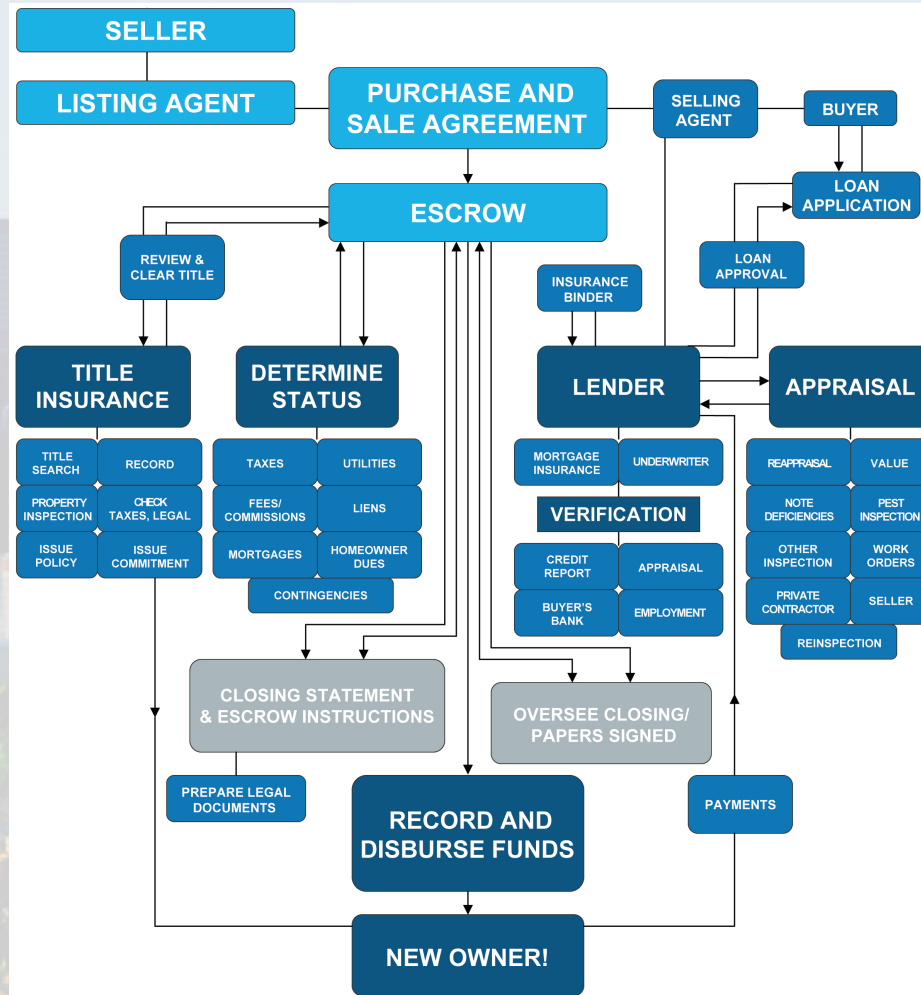


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I'll be your guide through the process.



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**I will help you narrow your search.**

This checklist will establish your home searching needs.

**FEATURES**

*Specify your preference*

Preferred style (colonial,  
ranch, townhome, etc.)

Number of bedrooms

Number of bathrooms

Family room

Bonus/Game room

Fireplace

Home office

Kitchen amenities

Basement

Garage (no. of cars)

Central air conditioning

Lot size

Pool

View

Other

**LOCATION**

Neighborhood

Convenience to work

Convenience to transportation

Convenience to schools

Convenience to shopping

Proximity to recreation

Other

*Rate each item 1-5  
(most important = 5)*

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## Factors Influencing Price

### Physical characteristics of the house:

Location

Age

Size of house and lot

Physical condition

Architectural style and floor plan

### Competition:

Number of properties available

Their prices and terms

Their location and physical condition

How long they've been on the market

### Market conditions:

Interest rates

Availability of financing

Qualified buyer demand

Prices of recent sales

State of the economy

Seasonal demand

### Other factors:

Seller's motivation to sell

Seller's original purchase price

Seller's need for cash

Opinions of others

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### **Homes advertised online or in print**

You can ask me about any properties that are advertised, no matter who the broker is.  
I will provide you with detailed information and show you the homes that interest you.

### **Multiple Listing Service**

I can show you any property listed through the Multiple Listing Service (MLS).  
I will show you the properties that meet your criteria.

### **Yard signs and open houses**

A yard sign or open house can let you know a home is available, but I'll help you know if it's worthwhile.  
I can arrange private showings of homes displaying "Open House" or "For Sale" yard signs.  
When visiting an open house on your own, please give the salesperson my card and let them know that you are working with me.

### **I will give you a Comparative Market Analysis.**

As your buyer's agent, I will prepare a Comparative Market Analysis with information on properties similar to the one you're considering. It will describe homes that:

- Are currently on the market
- Sold recently
- Failed to sell

This comparative data will help you decide whether the home you like is priced competitively.

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**I will help keep your search focused.**

We'll work together to streamline your search process.

**Our search**

To find your new home, we'll tour properties that best match the criteria you have given me.

**My knowledge**

As your buyer's agent I will share my evaluation of the homes we see, including factors that may affect their value.

**Your feedback**

I'll listen to your candid impressions of each home to help me fine-tune the search process for you.

**Mortgage pre-approval matters.**

Being pre-approved for a mortgage can greatly improve your negotiating position.

Sellers and their agents know that a pre-approved buyer is a serious one.

Speaking now with a mortgage specialist will give you a loan decision well in advance of making an offer.

Axia Mortgage is located in all CBBain offices for your convenience, and offers prompt pre-approvals without cost or obligation.

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As your realtor, I will:  
**Make your home purchase a success.**

A completed purchase involves several important elements.

Full written disclosure  
Offers and negotiations  
The purchase agreement  
Professional inspections  
Post inspection negotiation  
Title insurance and appraisal  
Consistent communication  
Walk-through and final closing  
Home warranty

**Full written disclosure protects your best interests.**

The Seller's Disclosure Statement reveals information that may affect your offer to purchase.

Coldwell Banker® pioneered efforts that require sellers to disclose, in writing, all known defects associated with their property.

I will review the Seller's Disclosure Statement with you, and we will determine the best negotiation strategy to ensure a successful home purchase.

**I will negotiate on your behalf.**

I'll prepare an offer that meets your needs and present it effectively so that it has the best chance of a favorable response.

I'll present your written offer to the sellers and negotiate on your behalf.

The sellers will have the choice of:

Accepting your offer as presented.

Rejecting it completely.

Presenting you with a counter offer.

I'll communicate to you the seller's response and, if necessary, suggest further negotiating options.

**Title insurance will protect your interests.**

Designed to protect your interests in the property once you have a purchase contract in place, a title insurance policy:

Is based on a search of public records that discloses whether any others have a legal claim to the property.

Insures you against loss due to certain title defects.

As a preferred customer, you can benefit from the title services available through Rainier Title.

**An appraisal confirms the value of the home.**

An opinion of the property's value by an independent fee appraiser:

Compares the value of the home to others of similar size, features and location.

Is usually a lender condition of closing.

Can give you additional confidence in the value of the property.

Creates a potential renegotiation if the home does not appraise at the sale price.

**I will be there for the pre-closing walk-through.**

A walk-through prior to closing lets you confirm the condition of the property.

A thorough walk-through will help you determine if the property is in the condition you expect.

I will accompany you.

Should a concern arise during the walk through, I will advocate for you in resolving it.

**I will monitor the entire purchase process.**

I will help you prepare for a smooth closing by:

Tracking the satisfactory completion of all contingencies and conditions required under your purchase agreement.

Keeping you informed of the progress of the transaction.

When all documents are signed and funds are exchanged, the property is yours!

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Our Strength





# Professional Partners, exceptional results.

We partner with industry leaders in mortgage, title, escrow, and home warranty services.

- ✓ Professional
- ✓ Precise
- ✓ Industry Leaders



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# Why choose a Realtor®?

As a Coldwell Banker Bain broker, I'm a Realtor® member:

- ✓ I adhere to a Code of Conduct and strict business ethics
- ✓ I complete a Code of Ethics training every 4 years
- ✓ I stay current with Realtor® standards
- ✓ The National Association of Realtors® enforces business rules through a professional standards hearing process

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# My Team!

**DIEDRE HAINES — PRINCIPAL MANAGING BROKER**

New Agent Hiring and Training

All Personnel Issues

All Transaction Questions and Issues

**MICHELLE VAN TASSEL — PRINCIPAL MANAGING BROKER**

Transaction Questions and Issues

New Agent Mentoring Program

Previews Director

**MEMOREE MYERS — OFFICE MANAGER**

**ALYSSA EGAN —**

**TRANSACTION PROCESSING**

**(LISTINGS & SALES)**

Listing Input & Status Changes

– ***before Mutual Acceptance***

Listing File Maintenance & paperwork follow-up

Sales Transaction Processing

Sales Transaction Related Questions

– (Pending & Sold) ***after Mutual Acceptance***

Earnest Money, Transfer of Earnest Money, Receipts

Closing Update Report – estimated closing date

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## Testimonials

Prior to moving into the house that Andree had found for me, I was planning on renting out my former residence but decided to sell it instead. Since she did such an amazing job in helping me buy this incredible home, I chose her to list and sell my former home.

She assisted me throughout the process and was there immediately when I had questions or needed to have more information on any aspect of the selling process. I have to admit, I always had questions.

She held open houses and had the home listed nationwide. She kept me posted on how many visited the home, pertinent positive or negative comments, and generally how the sale was going. She responded to several inquiries from as far as the east coast and to a multitude from the local area.

In the final analysis the most important question is, did she sell the house? And the answer is a resounding YES! Within 60 days of listing, it was closed and sold with a full price offer.

In my opinion, she again did an amazing job in selling this house for me as she did in buying my new home. I think she was aggressive and tenacious without being overly so and all the while being courteous, affable and amiable to all customers. I most heartily recommend her to anyone who is either buying or selling their home. FIVE STARS throughout is my rating!

Tomas Tabisola

I was looking for a home for over nine months and during that time Andree helped me to make multiple offers on homes during a very hot, competitive market. She did an excellent job of making contact with the selling agent and positioning my offers to be competitive and timely. Her assistance and responsiveness ultimately resulting in me finding and buying the perfect Seattle home. 10/10 Timely and thorough!

Sheri Hargus

Andree was a great resource and friend during the process of trying to buy a house. She was able to get us to see the houses we were interested in, and she did a great job organizing contact with all the other key players in the house buying process. Her placement at Coldwell Banker Bain gives her access to other great resources too (including lending).

Jeffrey Mitton

The professional manner in which Andrée conducted herself was exceptional...on a personal level she showed she cared by treating me as a member of her family. I appreciated her empathy and hard work.

Morella Bombardini

Andree was able to help us find the perfect place and worked hard through the entire process going above and beyond when the listing agent was not doing their job. We would highly recommend Andree to anyone!

Carmen Decker

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