



CHAFFEY
REAL ESTATE TEAM

Guide for Buyers

Bella & Bob Chaffey
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IT'S ABOUT RELATIONSHIPS

Chaffey Real Estate Team is a part of Windermere - a Real Estate company that was founded in 1972 by John Jacobi who set out to change the real estate industry by putting relationships before sales quotas, with an emphasis on service to our clients and our community. Over 45 years later, this mission has helped grow Windermere into one of the largest independent real estate companies in the nation, with more than 300 offices and 6,000 agents throughout the Western U.S. and Mexico.



A man and a woman are standing in a modern, well-lit interior space, possibly a kitchen or dining area. The man, on the left, is wearing a white button-down shirt and blue jeans, looking down at a bouquet of light green flowers held by the woman. The woman, on the right, has long brown hair and is wearing a black sleeveless top. She is holding the bouquet with both hands. In the background, there is a staircase with a metal railing and a large window. A dark blue semi-transparent banner is overlaid on the left side of the image, containing the text 'WHY CHAFFEY REAL ESTATE TEAM?' in white capital letters.

WHY CHAFFEY REAL ESTATE TEAM?

The Chaffey name has been an integral part of the Pacific Northwest home building and real estate scene for over 50 years. The standard was set by Herb Chaffey - excellent work, incredible service, and one of a kind communication that has been passed down to Bob and Bella. That coupled with the extensive relationships both Bob and Bella share with their community creates an incomparable level of service.





HOW WE HELP YOU BUY YOUR HOME

Our Services:

- 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





HOW WE HELP YOU BUY YOUR HOME

Your Benefits:

- 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





FINANCING

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

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.





HOW MUCH HOUSE CAN YOU AFFORD?

Down Payment:

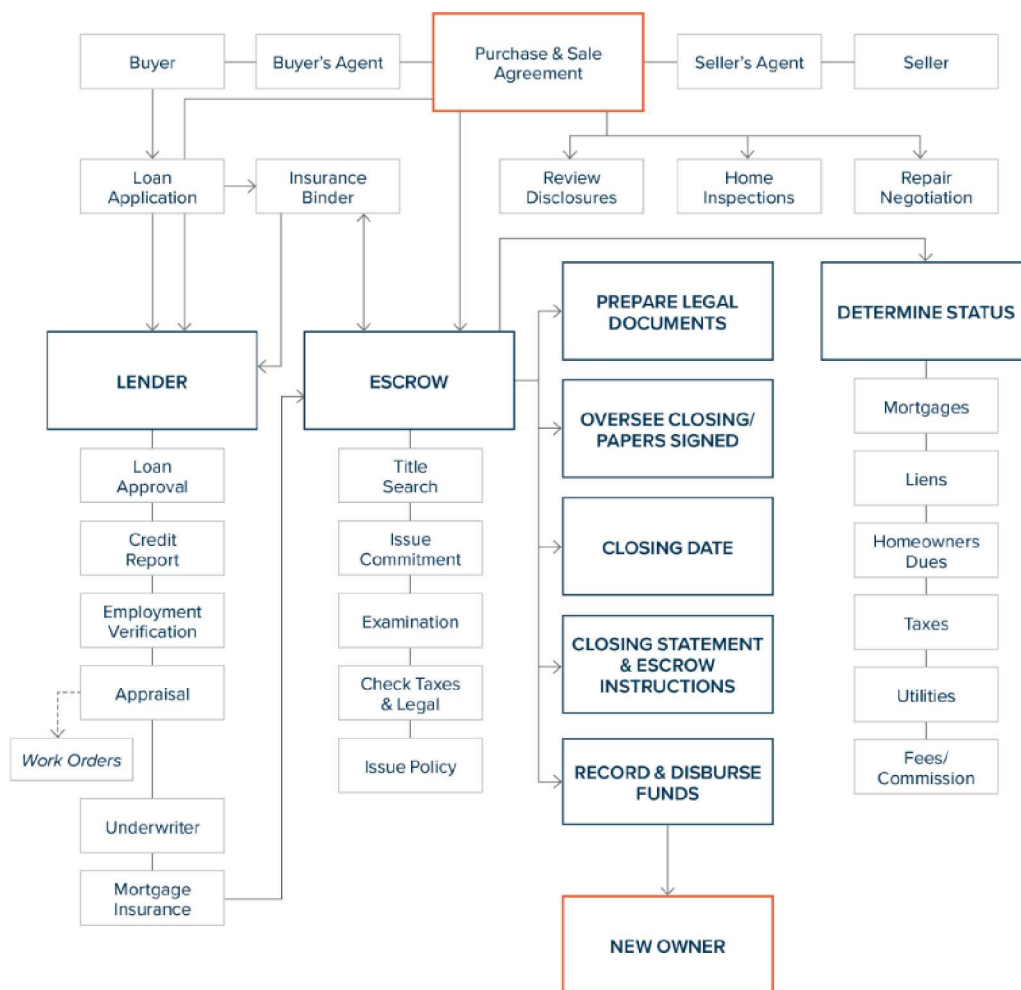
Most lenders will give better financing terms to borrowers that can put a 20 percent down payment on the purchase. If you are unable to do so, you will likely be required to purchase Private Mortgage Insurance (PMI) and perhaps pay a higher interest rate.

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 preapproved 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

COORDINATING CLOSING





SETTING THE STANDARD

Windermere and Chaffey Real Estate Team takes our standard of service to our clients very seriously.

As members of the National Association of REALTORS®, we agree to abide by a strict code of ethics that is based in professionalism and consumer protection. To further reinforce our commitment to our clients, Windermere has built upon the REALTOR® code of ethics by establishing what we call our Windermere Standards of Practice outlining how we believe our clients deserve to be treated.

Windermere Agent Expectations:

- Always put the clients' interests first.
- Be up-to-date on the latest real estate laws and local issues.
- Do not discriminate against any party based on race, religion, sex or other legally protected classes.
- Treat you and everyone involved in your transaction with the greatest respect.
- Follow all MLS rules as well as the NAR code of ethics.
- Keep you informed promptly and regularly.

In short, our Standards of Practice ensure that we hold ourselves to an even higher level of competence and accountability. We hope this translates into a more satisfying real estate experience and peace-of-mind for our clients, knowing that doing right by them is our highest priority. If you would like a copy of Windermere's Standards of Practice, I would be happy to provide one to you.





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.

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.

CREDIT REPORT FEE

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



BUYER'S TERMS CONTINUED...

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.



SERVICES REALTORS PROVIDE

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

Preview Homes:

- Schedule showings
- Show homes
- Community tour

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
- Promote needs within office
- Promote needs to sphere of influence showings

Contracts:

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

Negotiation:

- Offer strategy
- Price
- Inspection resolution
- Appraisal resolution
- Title resolution
- Multiple offers
- Seller concessions
- Earnest money
- Inclusions & exclusions
- Conditional sale contingency
- Survey resolution
- Closing & possession date
- Payment for failed or untimely possession

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
- Recommend providers & coordinate with: Lenders, Appraisers, Inspectors, Title company





Chaffey Real Estate Team 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 raised more than \$38 million in donations.



WINDERMERE COMMUNITY SERVICE DAY

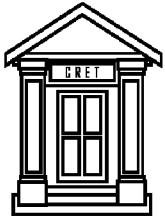
Every year since 1984, Windermere agents have dedicated a day of work to those in need.



ALEXANDER'S HOPE

We donate a portion of our commission to the local nonprofit, Alexander's Hope that was founded by Bella Chaffey. Alexander's Hope works to spread awareness of organ donation and provides lifesaving cardiac tests to high school students while teaching them CPR and how to operate an AED.





CHAFFEY

REAL ESTATE TEAM

The Chaffey Real Estate Team was created after Bob, a home builder with more than 30 years' experience, and his daughter, Bella, decided to join forces. Together they specialize in understanding home construction, navigating the market and bringing fun into buying and selling homes, as well as, providing the highest standard of customer service.



Bella Chaffey, Broker
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Since Bella can remember, she has been touring open houses and walking through new construction thanks to her family's business in home building and real estate.

Bella is no stranger to working hard to achieve goals and getting the best possible results, from being founder and president of her own nonprofit, Alexander's Hope, to always going above and beyond to exceed the expectations of her clients. Bella knows what it takes to get the job done. When working with clients and people, she has learned the importance of listening and understanding what they need. "We have two ears and one mouth, to listen twice as much as we speak."

In 2019, Bella and her Father, Bob Chaffey, decided to partner and form Chaffey Real Estate Team once realizing the impact they could make as a force working together.

Bella finds few things as eye opening and amazing as meeting and working with new people and shows her commitment through working tirelessly with her clients to provide the results they desire.



Bob Chaffey, Broker
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Bob has been building and selling homes for 30 years, as a homebuilder with Chaffey Homes and more recently, a Managing Broker with Windermere Real Estate.

Over the years, Chaffey Homes won many awards, including The National Association of Home Builders Green Home of the Year, multiple MAME awards and Best of Show at luxury home events. Bob was integral to the company maintaining its impeccable standards of quality and client service. He proudly carried these same standards and values into his real estate business. Now he is proud to partner with his daughter, Bella, in serving home buyers and sellers throughout Seattle and the Eastside.

Bob's proficiency in negotiating contracts, understanding of how a home is built, his experience managing a sales force and knowing what constitutes a strong investment, give his clients a distinct advantage in a competitive marketplace.

Add in Bella's deep understanding of what today's homebuyers are looking for and you have a real estate team that offers 360-degree perspective, unique insights and outstanding client care.