



# Guide to Selling a Home

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#### **CULTIVATING A COMMUNITY, ONE HOME AND ONE DREAM AT A TIME!**

Growing up in the small town of Anacortes, Washington provided me the foundation for my strong belief in Community. A place to call home, to belong, to feel safe and loved is what we all want.

I am committed to my community and actively participate in many volunteer roles here in the South Seattle neighborhood of Columbia City / Seward Park / Mount Baker. Living, Working, and playing in the most diverse zip code in America, I feel there is no better place to raise my family and to call home.

I take great pride as a Realtor to be in the position to help others find their spot in our community, to belong, feel safe, loved, and HOME. Whether you are moving across the city, to another local in our great state, or across the country I would be honored to assist you with your real estate goals. I work with home sellers and buyers of all types - relocation, down sizing, first time home buyers, move up buyers, estate sales, condos, new construction, and everyone in between.



#### **INDUSTRY EXPERIENCE**

Prior to becoming a real estate broker, for many years I was actively involved in the real estate industry in Seattle as a property manager and real estate investor. As an investor, I bought and sold homes, taking great pride in renovating properties that otherwise may have been demolished. It is such a great feeling to walk by those homes today, see the new homeowners enjoying their beautiful spaces, and know that I played a part in their happiness.

In 2010 I realized my dream of becoming a real estate broker and joined the Windermere Mount Baker office just a 3 minute drive or lovely walk from my home of many years. The integrity of this office is unparalleled and has a reputation that is second to none. We are the only major real estate office in SE Seattle and the fifth Windermere office in the city.



**Selling a home isn't always  
a walk in the park.**

**I just want it to feel like one.**



**All in, for you.**



# Selling Your Home

Your home may be your single biggest investment; selling it is one of the largest financial transactions you'll ever make. So when you sell, you want to get the best price and the most favorable terms in the shortest amount of time. There are many decisions to make and strategies to consider in order to maximize your return with a successful sale. I will guide you through these before we list your home; then I'll manage every aspect of the transaction, from the first open house to the final closing.

## AS YOUR LISTING TEAM:

I'll communicate what buyers are looking for and the conditions that will encourage them to buy.

I'll analyze the market and help you set the right price.

I'll provide detailed information about your home to the thousands of Northwest Multiple Listing Service member agents actively assisting buyers.

I'll also target a more specific cohort of agents representing the most likely buyers for your home.

I'll capture buyers' attention and captivate imaginations through elegant visuals and thoughtful storytelling, in both digital and print media.

I'll make sure your home is visible to the large number of people who relocate to our region from across the country and around the world.

I'll quickly separate the qualified buyers from the rest of the pack, saving you time and potential heartache.



# Listing Timeline

I'll work hard to match the time and effort it takes to prepare your home for market with the current pace of buyer activity so you can achieve the best results from your sale. Below is a sample listing timeline which may vary for your property based on a number of factors.

## PRE-LISTING PREP

### 04 WEEKS TO LIST

Listing agreement signed

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Pre-inspection conducted

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Staging walk-through held with designer

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Paint or repair jobs begun

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### 03 WEEKS TO LIST

House cleaning / decluttering started

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Landscaping finessed and windows cleaned

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Furniture removed (as needed)

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### 02 WEEKS TO LIST

Staging installation begun (as needed)

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Photo shoot conducted

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Video + 3D shoot conducted (as needed)

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### 01 WEEK TO LIST

Marketing collateral designed  
(flyers and/or brochures, email blasts, website)

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## LISTED

### WEEK 1 / DAY 01

Property listing published on Northwest Multiple Listing Service

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Listing posted to Zillow, Redfin, Windermere.com, Realtor.com, etc.

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Property website launched

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Just Listed email blast sent

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Listing posted to social media

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Digital and/or print advertising published

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Broker's open house and/or public open house hosted

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Private showings begun

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### WEEK 2

Buyer pre-inspections finished

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Offers received

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Offers reviewed

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Contractual negotiations started

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# Intelligent Pricing + Strategy

I WILL HELP YOU DETERMINE THE PRICE AND STRATEGY  
THAT WILL ACHIEVE THE HIGHEST RETURN, BASED ON YOUR  
PERSONAL GOALS FOR YOUR SALE.



47%

NEARLY HALF OF ALL HOME SALES IN OUR  
REGION INVOLVE MULTIPLE OFFERS

### MARKET ANALYSIS AND PRICING STRATEGY

Before listing your property, I'll provide you with the latest sales data for your area and a review of the current competitive landscape. My in-depth market analysis will help determine a recommended price range for your listing. Our pricing strategy will depend on the actual market conditions at the time your property is listed.

Ultimately, the listing price is up to you, but I will walk you through the pros and cons of different approaches so you remain in control of your sale and are best positioned for success.

### HOW TO PRICE AND POSITION YOUR PROPERTY FOR MAXIMUM RETURN

- Review active inventory / competing listings
- Analyze comparable properties that were recently sold
- Assess your home's condition and features compared to those of similar properties
- Determine price based on your home's real-time competitive position in the market

### WHAT MAY INFLUENCE PRICE PERCEPTION AMONG BUYERS

- Assessed tax value
- Published appraisal
- Homebot estimate
- Other AVM (automated valuation model)







REAL BEFORE AND AFTER PHOTOS FROM  
THE WINDERMERE READY PROGRAM →

## INVEST TO IMPRESS

# There's no second chance for the perfect first impression

### MAKE SURE YOU'RE WINDERMERE READY

At Windermere, we believe in the power of first impressions. We've created the Windermere Ready program to help you prepare your home so it stands out from the competition.

After visiting your property, I'll provide a customized list of high-impact updates that will keep your home on trend with the things buyers are looking for while getting you the best possible return on investment. From simple de-cluttering to necessary renovations, we'll make your property one that buyers can't pass up.

Windermere Ready can provide up to \$50,000 to help mitigate any expenses incurred during the preparation stage, with no upfront cost to you.

Getting your home "Windermere Ready" will increase its market value and make it more

## 100%

RETURN ON INVESTMENT FOR REFINISHING  
ORIGINAL HARDWOOD FLOORS

## 4X

THE POTENTIAL RETURN ON EVERY  
\$100 INVESTED IN STAGING YOUR HOME

## 97%

OF REALTORS BELIEVE CURB APPEAL  
IS IMPORTANT TO POTENTIAL BUYERS

# Preparing Your Home for Sale

## REPAIR AND CLEANING CHECKLIST

For your home to make the best impression on buyers and fetch the highest possible price, I recommend making some basic repairs before we list it. I'll give you a tailored checklist once I've visited your property, but here are some things you may want to consider.

### EXTERIOR:

Remove peeling and chipped paint; replace with a fresh coat.

Fix loose trim and fencing.

Clear gutters and downspouts.

Make sure there is good exterior lighting and all walkway lights and front-door lanterns work.

Clean and repair the roof as needed.

Clear garage of clutter and tidy shelves.

Inspect chimney for cracks and damage.

### YARD:

Mow and trim grass; re-seed and fertilize where necessary.

Prune all overgrown trees and shrubs.

Weed flower beds; remove or replace dead or diseased plants, shrubs and trees.

Clean grease and oil stains from driveway.

### DECKS/PATIOS:

Paint or stain worn areas on wood decks.

Remove grass growing in concrete cracks; sweep off debris from shrubs and trees.

Clean all deck rails and make sure they're secure; replace missing slats or posts.

Clean outdoor furniture.

### FRONT DOOR:

Polish or replace the door hardware so it shines.

Add a fresh coat of paint to get rid of nicks.

If there is one, remove the storm or screen door.

Make sure the doorbell operates properly and there are no squeaks when the door opens and closes.

### WINDOWS:

Clean all windows inside and out.

If needed, add a fresh coat of paint to the window trims and sills.

Make sure all windows open and close easily.

Replace cracked windowpanes and those with broken seals.

Make sure window screens are clean and secure; replace any screens with holes or tears.

### ENTRY:

Clean entryway floors and area rugs.

Downsize clutter in the entry and entry closet to give the appearance of spaciousness.

Double-check entry lighting to make sure it works.

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### THROUGHOUT:

Clean all floors, carpets, walls and trim.

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Replace burned-out light bulbs.

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Empty trash.

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Remove family photos, valuables, and prescriptions.

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### KITCHEN:

Make sure countertops, grout, and sinks are clean and stain-free; replace grout as needed.

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Fix dripping faucets.

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Organize pantry and cupboards so they appear clean, neat and spacious.

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Clean the refrigerator and remove odors.

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Clean the oven and cook-top thoroughly.

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Set the table.

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### LIVING/FAMILY/DINING ROOMS:

Give rooms a fresh coat of paint as needed.

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Repair cracks and holes in ceiling and walls.

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Make sure all wallpaper is secure.

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Repaint any woodwork that is worn or chipped.

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Clean or replace draperies and blinds; open them to maximize light.

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Make sure draperies and blinds open and close.

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Steam-clean carpets, rugs and wood flooring, removing any stains or odors.

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Remove and replace any items, such as pendant lights or draperies, that you wish to take with you.

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Put away toys and hobby supplies.

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### BEDROOMS:

Repair cracks in ceiling and walls.

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Apply a fresh coat of paint if necessary.

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Make sure wallpaper is secure.

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Clean draperies and blinds; open to maximize light.

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Put away toys, clothes, and clutter.

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Neatly make up the beds.

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### BASEMENT:

Check for water penetration or dampness; call for professional repairs if necessary.

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Get rid of musty odors.

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Clean furnace, hot water heater, and drains.

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Make sure light fixtures work.

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Arrange storage area in a neat and organized manner.

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Make sure stairway handrail is secure.

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### TIDY EXTRAS:

Use air fresheners or bake treats to make the house smell good.

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Plant flowers to brighten a walkway and enrich the entry.

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Remove any indoor houseplants that are brown or losing their leaves.

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Remove cars, campers and boats from the property.

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Remove extra magazines and books from tables.

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Tidy and declutter all closets.

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Hide or retire worn-out throw pillows.

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Store any pet supplies.

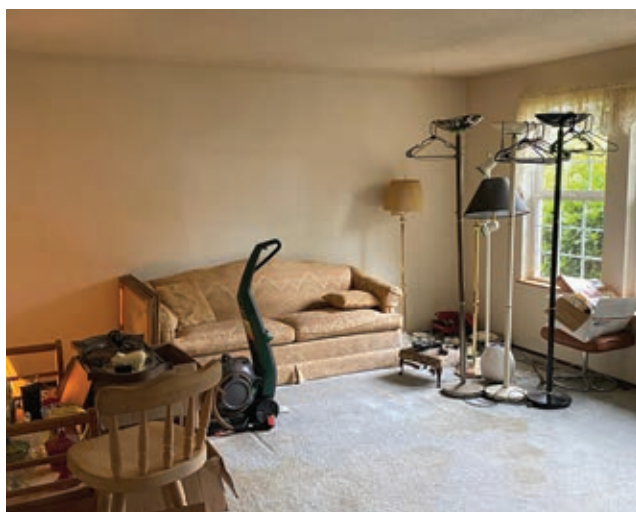
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BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER





# Staging Your Home

## STAGE TO STAND OUT

Most homebuyers today are part of the HGTV generation: they prefer professionally curated interior spaces with a modern, minimalist style that “opens up” the rooms of a house or condo. While some home sellers have décor that matches these expectations, the majority of sellers possess a signature style and unique furnishings that make their home distinctly theirs. The role of staging is to present a clear canvas that’s less personalized and therefore lets buyers more easily imagine themselves living in the particular space.

- 1 **Eight seconds.** That’s all it takes for most buyers to form an impression of your home. It’s not a long time, so you need to make it count.
- 2 **You’ll make more money.** U.S. Housing and Urban Development reports that a staged home will sell for 17% more on average than a home that’s not staged
- 3 **Photos.** According to NAR\*, over 90% of buyers first search for homes online before deciding to visit. The photos of staged homes will stand out among the rest.

# Marketing Your Home

## PHOTOGRAPHY

If home buyers aren't sold on the images they see online, chances are they will move on. And conversely, rich visual storytelling will help a listing stand out, leading to increased buyer curiosity and traffic. That's why I'm committed to hiring one of our region's top architectural photographers to help set the scene when your property is listed. When appropriate we'll also shoot aerial photos via drone; these added visuals will literally elevate your home above the competition.

## VIDEO

To further tell the story of your home's unique features and lifestyle, I may opt to have a video produced for the property website or to post on social media. Creating a video walk-through of your home allows buyers to experience it as if they were there in person.

## 3D TOURS AND MATTERPORT

In addition to capturing exquisite photos of your property, I may also post a 3D tour online. This is another way to provide a compelling visual experience that motivates buyers to put your home at the top of their list. Through tools like Matterport, we can provide a floorplan and a self-guided tour that help buyers visualize how your home's layout and interior spaces will complement their lifestyle.

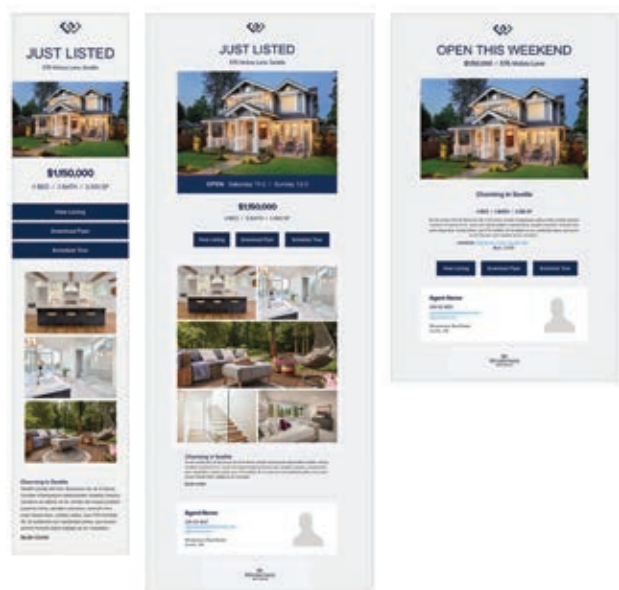
## PROPERTY WEBSITE

I may also create a custom property website that showcases your home more than a typical MLS listing would. Through this unique site, visitors will have a chance to see photos of your property, read about its features and amenities, and even get a sense for the neighborhood and local attractions.



## EMAIL

I will utilize my own curated email database of active buyers, previous clients and fellow brokers to send "Just Listed" announcements to generate buzz about your property. I can then send follow-up email campaigns to keep them informed of open houses, broker's opens and other updates pertaining to your listing.

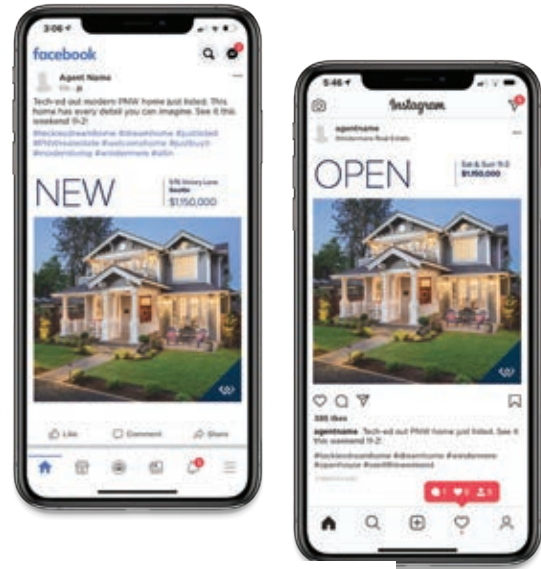


## ADVERTISING

I have access to myriad advertising vehicles – digital, social and print – that I can deploy in promoting your listing to the market. I will choose the right message and medium to target the most likely (and most qualified) buyers for your home.

## SOCIAL MEDIA

I can also promote your listing on my own social media. From an enthusiastic “Just Listed” post to a video walk-through of the property, audiences can experience the unique attributes of your home and share them with their friends, too.



## PRINT MATERIALS

Once we've captured great photos of your property, I can create high-end print marketing materials that inspire prospective buyers. These may include brochures, trifolds, informational one-sheets or in-home signage. I may also send Just Listed postcards to neighbors and targeted qualified buyers.





# Showing Your Home

Once your home is ready to show, I'll begin marketing it to potential buyers and other real estate brokers. If possible, you'll need to leave the home when buyers are present so they feel comfortable asking their agent candid questions.

## TIPS FOR A SUCCESSFUL PROPERTY TOUR:

Remove pets. Take them with you or keep them penned in the yard or garage.

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Open shades and curtains to let in light.

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Turn on enough lights so the home is well-lit.

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Remove clutter from tables and bookshelves. Neatness makes rooms seem larger.

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Put away items in the yard such as garden tools, bicycles and toys.

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Turn on gas fireplaces to create a cozy atmosphere.

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Grind up part of a lemon in the disposal to add a fresh smell to the kitchen.

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Keep radios and TVs off, or on low volume.

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Keep money and other valuables, as well as prescription medications, locked up.

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# Purchase and Sale Agreement

Once we've found a buyer for your home, I'll guide you through the purchase and sale agreement. This is the contract in which you and the buyer outline the details of your property transfer.

## **THE PURCHASE AND SALE AGREEMENT USUALLY CONSISTS OF THE FOLLOWING:**

Earnest money receipt

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Financing addendum

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Inspection addendum

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Conditions/disclosure addendum

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Contingency addendum, when appropriate

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Addendum outlining special conditions

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Lead-based paint notification, when appropriate

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## **THE FOLLOWING FORMS WILL ALSO BE INCLUDED WITH YOUR AGREEMENT:**

Agency disclosure form

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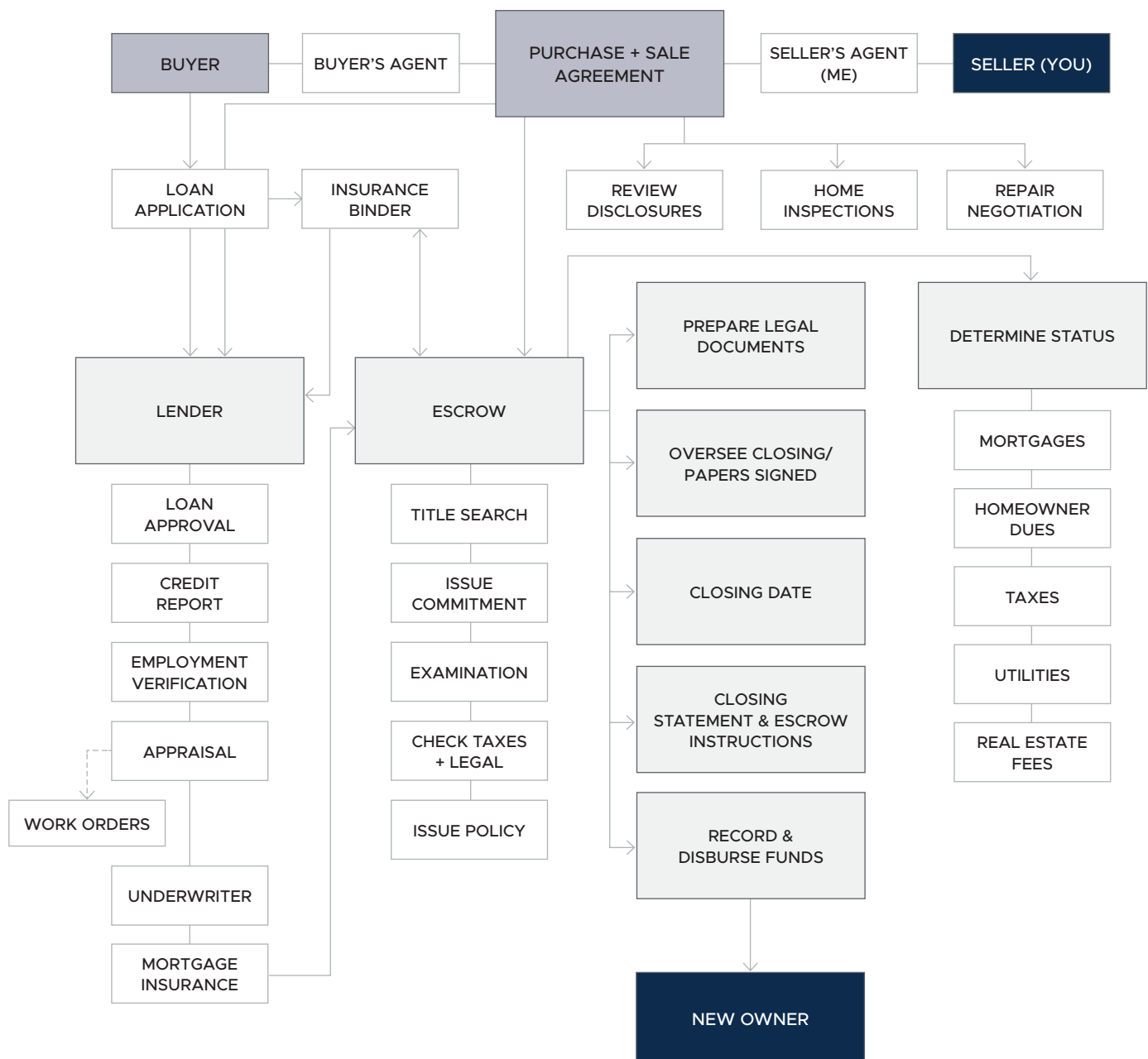
Property disclosure form

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# The Path to Closing

Once you accept an offer, you'll formally begin the process of closing. This period typically takes several weeks, and entails the opening of escrow for the sale, performing inspections and transferring the title and deed of the house to the buyer. It's a complicated process with many moving parts, but I will help manage the details and advocate for your interests.



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# Home Inspection

Once a buyer has decided to make an offer on your home, it may be contingent upon 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 structures. 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 the seller, you can also elect to hire an inspector to evaluate your home prior to putting it on the market. Many times an inspector can point out major or minor issues with your home that you may be unaware of and that may affect its value.

I work with the best home inspection services and will be happy to give you a list of names from which to choose.

Remember, no home is perfect. If problems are discovered during the inspection, I'll help you negotiate through the process while protecting your interests.



# Settlement & Closing

Before mutual acceptance, a closing date is agreed upon by you and the buyer. "Closing" is when you each sign all the paperwork and 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 the closing date, the escrow officer will complete a detailed settlement statement identifying all the expenses associated with selling your home.

## THE BUYER PAYS FOR:

Down payment on the home

Buyer's escrow fee (according to the contract)

Lender's extended title insurance premium (ALTA)

Document preparation (if applicable)

Prorated property taxes (from date of acquisition)

Prorated homeowner's association dues  
(from date of acquisition)

Recording fees for all documents in buyer's name

Notary fees, if applicable

Homeowners' hazard insurance premium for first year

Inspection fees (according to contract)

Loan fees as agreed with lender

Interim interest on new loan, prorated from date of funding to first payment date

## THE SELLER PAYS FOR:

Seller's escrow fee (according to contract)

Work orders, if required by lender, or agreed between parties (according to contract)

Owner's title insurance premium

Real estate service fees (according to contract)

Payoff of all encumbrances (loans) in seller's name

Prorated property taxes (prior to date of sale)

Interest accrued by lender that is being paid

Prepayment penalties

Any judgments, tax liens, assessments or encumbrances placed against property title

Any unpaid homeowner's association dues

Loan fees that are required by the lender, based on loan types such as FHA or VA (according to contract)

Recording charges to clear all documents of record against the seller

Excise tax, if applicable, determined by county and based on sale price

## THE SELLER RECEIVES:

Utility deposits held by gas, electric, cable, telephone and other companies

Prorated portion of pre-paid property taxes

Prorated mortgage interest from payments made during the current month

Fuel rebate for oil or propane remaining in storage tank

Net proceeds after seller's share of expenses are paid





## Terms to Know

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**ASSESSED VALUE** The value placed on a property by a municipality for purposes of levying taxes. It may differ widely from appraised or market value.

**CERTIFICATE OF TITLE** a document, signed by a title examiner, stating that a seller has an insurable title to the property.

**COMPARATIVE MARKET ANALYSIS (CMA)**  
A survey of the attributes and selling prices of comparable homes, whether active or recently sold, used to help determine pricing strategy for a home.

**DEED** A legal document that formally conveys ownership of a property from seller to buyer.

**LIEN** A security claim on a property until a debt is satisfied.

**MUTUAL ACCEPTANCE** The point at which the seller and buyer reach agreement on both purchase price and terms and enter into a binding contract.

# Moving Tips

## 6-8 WEEKS BEFORE MOVING

Use up things that may be difficult to move, such as frozen food.

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Get estimates from professional movers or from truck rental companies if you are moving yourself.

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Once you've selected a mover, discuss insurance, packing, loading and delivery, and the claims procedure.

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Sort through your possessions. Decide what you want to keep, what you want to sell and what you wish to donate to charity.

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Record serial numbers on electronic equipment, take photos (or video) of all your belongings and create an inventory list.

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Change your utilities, including phone, power and water, from your old address to your new address.

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Obtain a change of address packet from the post office and send to creditors, magazine subscription offices and catalog vendors.

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Discuss tax-deductible moving expenses with your accountant and begin keeping accurate records.

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## 2-4 WEEKS BEFORE MOVING

If you're moving to a new community with school-age children, contact the school district and request information about enrollment.

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Make reservations with airlines, hotels and car rental agencies, if needed.

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If you are moving yourself, use your inventory list to determine how many boxes you will need.

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Begin packing nonessential items.

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Arrange for storage, if needed.

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If you have items you don't want to pack and move, hold a yard sale.

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Get car license, registration and insurance in order.

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Transfer your bank accounts to new branch locations. Cancel any direct deposit or automatic payments from your accounts if changing banks.

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Make special arrangements to move pets, and consult your veterinarian about ways to make travel comfortable for them.

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Have your car checked and serviced for a trip of any length.

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Collect items from safe-deposit box if changing banks.

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## 2-3 DAYS BEFORE MOVING

Clean out your refrigerator and freezer.

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Have movers pack your belongings.

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Label each box with the contents and the room where you want it to be delivered.

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Arrange payment for the moving company.

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Set aside legal documents and valuables that you do not want packed.

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Pack clothing and toiletries, along with extra clothes in case the moving company is delayed.

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Give your travel itinerary to a close friend or relative so they can reach you as needed.

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### Moving Essentials

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Furniture pads  
Hand truck or dolly  
Packing tape  
Bubble wrap  
Newspaper or packing paper  
Scissors  
Utility knife  
Labels  
Felt-tip markers  
Cornstarch packing peanuts  
Plenty of boxes

## MOVING DAY: OLD HOME

Pick up the truck as early as possible if you are moving yourself.

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Make a list of every item and box loaded on the truck.

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Let the mover know how to reach you.

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## MOVING DAY: NEW HOME

Be on hand at the new home to answer questions and give instructions to the movers.

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Check off boxes and items as they come off the truck.

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Install new locks.

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Confirm that the utilities have been turned on and are ready for use.

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Unpack children's toys and find a safe place for them to play.

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Examine your goods for damage.

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As part of the *Puget Sound Business Journal's Book of Lists*, this highly-respected business publication publishes an annual "Residential Real Estate Firms" list that ranks the region's top real estate firms. The "Residential Real Estate Firms" rankings are based on residential sales volume in the Puget Sound area, with Windermere reporting nearly double the sales volume of its closest competitor.

## Residential Real Estate Firms

*The largest in the Puget Sound area. Ranked by residential sales volume for 2021.*

<b>1</b>	<b>Windermere Real Estate</b>   Seattle, WA   <a href="http://windermere.com">windermere.com</a> 2021 Residential Sales Volume Local Brokers	\$28.8 billion 2,705
<b>2</b>	<b>Keller Williams Northwest Region</b>   Spokane, WA   <a href="http://kwnwr.com">kwnwr.com</a> <sup>*</sup> 2021 Residential Sales Volume Local Brokers	\$14.6 billion 3,264
<b>3</b>	<b>John L. Scott Real Estate</b>   Bellevue, WA   <a href="http://johnlscott.com">johnlscott.com</a> 2021 Residential Sales Volume Local Brokers	\$11.8 billion 1,705
<b>4</b>	<b>Compass</b>   Seattle, WA   <a href="http://compass.com/seattle">compass.com/seattle</a> 2021 Residential Sales Volume Local Brokers	\$8.9 billion 764
<b>5</b>	<b>Coldwell Banker Bain</b>   Bellevue, WA   <a href="http://coldwellbankerbain.com">coldwellbankerbain.com</a> 2021 Residential Sales Volume Local Brokers	\$8.4 billion 1,058

<sup>\*</sup>As published on June 10, 2022 in the *Puget Sound Business Journal*.

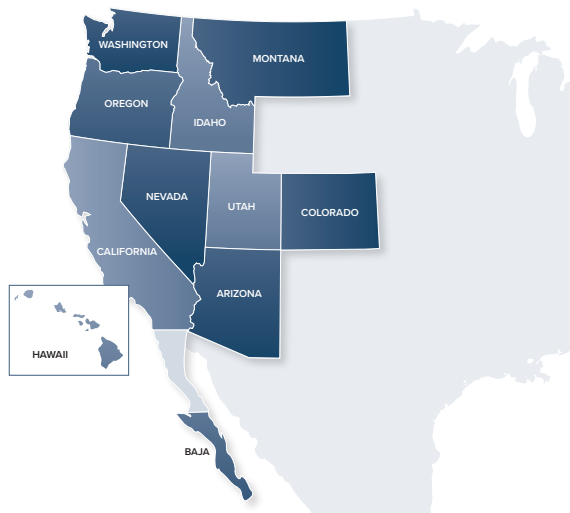
<sup>\*</sup>Puget Sound sales are reported for companies not headquartered in Puget Sound.



## Windermere Real Estate

# Strength in Numbers

- › Last year, Windermere closed 67,000 home sales for more than \$43 billion in dollar volume, making it the largest regional real estate company in the Western U.S.
- › Windermere has more than 300 offices and 7,000+ agents throughout the Western U.S. and Mexico.



- › Windermere is ranked the largest residential real estate firm in the Puget Sound area by the *Puget Sound Business Journal*, reporting nearly double the sales volume of the next-largest firm.

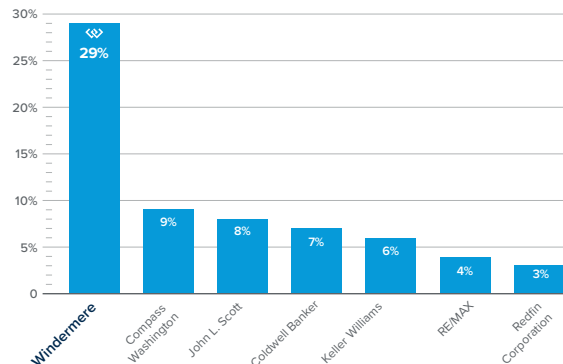
Residential Real Estate Firms			
The largest in the Puget Sound area. Ranked by residential sales volume for 2021.			
1	Windermere Real Estate   Seattle, WA   <a href="http://windermere.com">windermere.com</a>	2021 Residential Sales Volume	\$28.8 billion
	Local Brokers		2,706
2	Keller Williams Northwest Region   Spokane, WA   <a href="http://kellerwilliams.com">kellerwilliams.com</a>	2021 Residential Sales Volume	\$14.6 billion
	Local Brokers		3,294
3	John L. Scott Real Estate   Bellevue, WA   <a href="http://johnlscott.com">johnlscott.com</a>	2021 Residential Sales Volume	\$11.8 billion
	Local Brokers		1,706

\*As published on June 10, 2022 in the Puget Sound Business Journal. Puget Sound sales are reported for companies not headquartered in Puget Sound.

- › With 29 percent of the luxury home market share, Windermere clients benefit from our unique approach to marketing high-end homes both locally and internationally.

### GREATER PUGET SOUND REGION \$1,000,000+

\*Representing Sellers by Transactions



- › Windermere brokers who specialize in luxury home sales attend monthly networking meetings where they collaborate and share property listing information with other Windermere brokers who represent clients in the high-end market, producing superior representation and results for clients.
- › Windermere brokers routinely participate in weekly listing tours which give them intimate knowledge of what's on the market, while creating added exposure for Windermere listings.



Something you may not know is that Windermere takes its standard of service to its 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 Windermere agents hold themselves 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 our Standards of Practice, I would be happy to provide one to you.





## Corporate Philanthropists We're in Good Company

The *Puget Sound Business Journal* publishes an annual "Corporate Philanthropists" list ranking the region's top 25 companies by cash giving in Washington State. In the 2022 list, the Windermere Foundation climbed six places from the previous year to become 15th among the largest corporate philanthropists in this region, with cash contributions of more than \$2.54 million. We're very proud of this accomplishment and to stand alongside other reputable companies such as Amazon, Microsoft Corp., The Boeing Company, Albertsons Cos., and JPMorgan Chase.

We couldn't have done it without our generous agents whose donations fund the Windermere Foundation.

### Corporate Philanthropists

*Ranked by cash giving in Washington in 2022 (Company Revenues exceeding \$500M)*

1	<b>Amazon.com Inc.</b> Seattle, WA	\$78.00M	11	<b>Alaska Air Group</b> SeaTac, WA	\$5.13M
2	<b>Microsoft Corp</b> Redmond, WA	\$61.21M	12	<b>T-Mobile US Inc.</b> Bellevue, WA	\$3.54M
3	<b>The Boeing Company</b> Seattle, WA	\$17.95M	13	<b>PACCAR, Inc.</b> Bellevue, WA	\$3.40M
4	<b>Albertsons Cos.</b> Bellevue, WA	\$14.19M	14	<b>Nordstrom, Inc.</b> Seattle, WA	\$3.00M
5	<b>JPMorgan Chase &amp; Co.</b> Seattle, WA	\$10.63M	15	<b>Windermere Foundation</b> Seattle, WA	\$2.54M
6	<b>Costco Wholesale Corp</b> Issaquah, WA	\$10.00M	16	<b>Bank of America</b> Seattle, WA	\$2.50M
7	<b>BECU</b> Tukwila, WA	\$8.53M	17	<b>Umpqua Bank</b> Tacoma, WA	\$2.46M
8	<b>Kaiser Permanente</b> Renton, WA	\$7.55M	18	<b>Avista Corp.</b> Spokane, WA	\$2.01M
9	<b>Delta Dental of Washington</b> Seattle, WA	\$7.42M	19	<b>Bristol Meyers Squibb</b> Seattle, WA	\$1.91M
10	<b>Comcast Washington</b> Everett, WA	\$6.00M	20	<b>Regence BlueShield</b> Seattle, WA	\$1.63M

*\*As published on May 18, 2023 in the Puget Sound Business Journal.*





**YOUR HOME SALE FURTHERS THE IMPORTANT WORK OF THE WINDERMERE FOUNDATION**

When your property sale closes, we'll donate a portion of our commission to the Windermere Foundation, which is committed to making our communities a better place to live for our most disadvantaged neighbors. Housing is our business, so helping homeless and low-income families – with an emphasis on helping children – has been our way of giving back. Over the years the foundation has donated tens of millions of dollars to cover families' housing costs, help stave off evictions, and fund backpacks full of food so school kids don't go hungry on weekends.

For almost 50 years, Windermere has been our region's most recognized real estate brand and a respected philanthropic leader. We remain deeply rooted in our local neighborhoods and committed to keeping the region a place where everyone can have a home.

**\$50M+**

GIVEN TO NON-PROFITS

**711**

GRANTS FULFILLED

**\$4,165**

AVERAGE GRANT

**505**

ORGANIZATIONS SUPPORT

Since 1989, \$50 Million has been raised by the Windermere Foundation and has allowed us to support non-profit organizations dedicated to helping low-income and homeless families.



**FUNDS PROVIDED IN 2022**  
**\$3,896,091.84**



EMERGENCY ASSISTANCE	27%
YOUTH/CHILD PROGRAMS	20%
FUNDRAISING EXPENSES	17%
FOOD SUPPORT	12%
SHELTER	9%
EDUCATION/COUNSELING	6%
ADMINISTRATIVE EXPENSES	4%
SCHOLARSHIPS	3%
SCHOOL ASSISTANCE	2%

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# Windermere Mount Baker

## 2022 Recipients of Office Funds

### **Windermere Foundation**

**\$17,300**

Wellspring Family Services  
Graham Hill Family Support Worker  
Southeast Youth and Family Services  
Dunlap Family Support Worker  
Southeast Seattle Senior Foundation – Arches Apartments  
Wing Luke Family Support Worker  
Seattle King County Coalition on Homelessness  
Backpack Brigade  
Mount Baker Community Club - Martin Luther King Jr. Scholarship

### **Mt Baker Office Cares Fund**

**\$6,000**

Mamadou Fund  
American Suicide Prevention  
Gen Pride  
Hopelink  
Rainier Valley Food Bank  
Graham Hill Hygiene Kits

### **Office Community Fund**

**\$30,227**

Sam Smith Fund  
Wellspring Family Services Baby Boutique  
Revision Arts  
Southeast Seattle Senior Foundation – Arches Apartments  
SEED Cinema Under the Stars  
Life Enrichment Group  
Team Read  
Shunpike  
Rainier District Little League  
Lincoln High School PTA  
Rainier Valley Food Bank  
Seattle King County Coalition on Homelessness  
Mount Baker Home Tour  
National Alliance to End Veteran Suicide  
American Foundation for Suicide Prevention  
Windermere Foundation

### **Total from all three funds**

**\$53,527**



“

Sabranie is a true professional who is extremely good at her job!

– Fremont, Seattle

# What my clients have to say.

I was moving across the country for a new job and was feeling overwhelmed with so much to do. Having someone as knowledgeable as Sabranie to support me through the sale of my home made all the difference for me. She is impressively knowledgeable of the Seattle market and especially Columbia City. I needed a fast sale and she knew exactly how to price the house so that we got lots of interest right away while still providing me with a great profit to start my new life. The house sold within 1 week while others around my neighborhood took much longer and one was taken off the market all together. Through the process she kept me fully informed. I never felt that I did not know what was happening even though I was traveling back and forth to make my move happen. She was fiercely committed to looking for my best interests and helping in every way possible, listening intently to my needs and wishes. When I showed other realtors in my new state the marketing materials she had put together for my Seattle house they were very impressed. Sabranie's attention to detail every step of the way made me feel confident and protected. I wholeheartedly recommend her.

**- Columbia City, Seattle**

Sabranie was amazing. She worked with us on and off for about two years. When we were finally ready to move ahead, we worked closely with her almost daily for several months. She helped us sell our house and buy a new house in a span of 6 months and she was an invaluable support to us. I really could not have gone through so much transition without knowing she had our backs and was always proactive on our behalf. She was always available when we called with questions or concerns. She did so much work to help us sell our house for a good price and in a timely manner. She walked us through every detail and explained all our options when we were buying our new home. And she helped make ours the winning bid when we were up against three other bidders for our dream house. We are grateful everyday for our amazing new home!! I can't recommend Sabranie enough.

**- Mount Baker, Seattle**

We had what was supposed to be a very simple transaction turn into a very lengthy, complicated experience and Sabranie held out process very firmly and thoughtfully in her capable hands. Sabranie helped us sell our much loved home and purchase our dream home. Both transactions had hiccups along the way and had it not been for knowledge and expertise, I know that it would not have gone as well as it did. I am so happy that she was with us and we recommended her strongly for anyone and everyone looking for a new home.

**- Des Moines**

Sabranie was very helpful, She was very knowledgeable and flexible with her time. Sabranie helped us to understand the process of buying home. She lead us effortlessly through the whole process. I would deffinitely recommend Sabranie to anyone for buying a home.

**- Federal Way**

Sabranie was absolutely fantastic to work with. As someone who is also self-employed, I have watched her diligently work hard in my neighborhood. I was impressed with the level of knowledge she has, her compassion for the neighborhood and commitment to the community. I knew I could trust her with the sale of my home. She did a great job and was pleased with the outcome.

**- Hillman City, Seattle**

Sabranie is a true professional who is extremely good at her job! My husband & I have bought and sold two homes with her on each side of the transaction. Sabranie is a Seattle native who knows how to buy and sell in this crazy market. She is a master at the process of buying and selling every step of the way. She's hard at work for you! The first thing that impressed us about Sabranie is how easily reachable she is, and how she thoughtfully answers each question or solves each problem. Sabranie is a master negotiator as well. She will do everything in her power to get you that home, or get you the best price for yours. All in all, an amazing real estate professional! -

**Fremont, Seattle**

When I moved to Seattle 2 years ago I met with 4 different real estate agents, but after meeting with Sabranie, I knew she was the one I wanted to work with. She was very helpful, available, very engaged through the process. She never pushed me to buy, instead she encouraged me, telling me that the right house will come along. My partner and I are very happy with our purchase.

**- Mount View, Seattle**

Sabranie is a rock star! She came highly recommended from a close friend and she did not disappoint. My husband and I came out of the gate with ambitious dream of securing a home in the 98118 area (my home neighborhood!) that met the diverse needs of our busy family. Sabranie was ready to hit the ground running and we discovered and locked in our home within 10 days of searching. Each time we reached out to Sabranie with questions, she hit back immediately with responses. She was ready and able to show us multiple houses per day and was extremely generous and flexible with her time. She is highly knowledgeable about the south end, and understood intuitively what we were searching for. Possibly most incredible was Sabranie's use of resources, including finding an inspector who was extremely knowledgeable and detail-oriented. She sincerely made the home buying process smoother than I could have ever imagined, and our family has tremendous gratitude for her hard work, expertise, and genuine warmth. I highly recommend Sabranie to anyone who is searching for an agent is willing to help make your dreams come true!

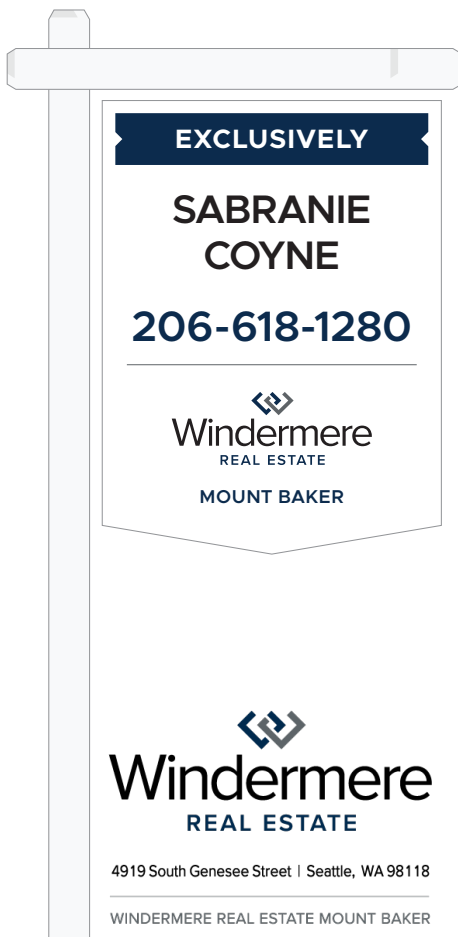
**- South Beacon Hill, Seattle**



# I Look Forward to Working With You

**THROUGHOUT YOUR TRANSACTION MY ROLE IS TO ADVOCATE FOR YOU AND  
MY GOAL IS TO GIVE YOU AN OUTSTANDING CLIENT EXPERIENCE.**

I'll work tirelessly to educate and advise you about the current real estate market and how its conditions might influence the sale of your home. When the time is right, I'll help you prepare your home to appeal to its best, most qualified prospective buyers. And, once you've received an offer (or offers), I'll negotiate the critical and contractual components of the transaction and deliver creative solutions to whatever challenges may arise.



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