

For Home Buyers

The game of real estate has high stakes in the city of Seattle. With very little being built and a booming job market, it is a seller's market out there.

1. Get your paperwork in order so you can move fast. Preapproval and proof of funds are essential. You need to contact a lender and provide documents like tax records and bank statements among other things.



2. Write a positive and uplifting Buyer's Cover Letter. This will introduce you to the Seller's and set you apart from the pack. Tell them how much you like the house and your plan to continue its use.

3. Write down your must haves, nice to haves, and your intended time lines.

4. Have a solid (20% is great) down payment, some reserves, money for closing, and know your limits.

5. Keep tabs on pending sales to see which ones slip back onto the market. Look through the expired listings in the areas you like and check out the canceled listings too,

6. Find the "Diamond in the Rough" properties that have been on the market for a while, have problems that you can fix yourself, and have lots unfinished space that can be converted to finished.

For Home Sellers

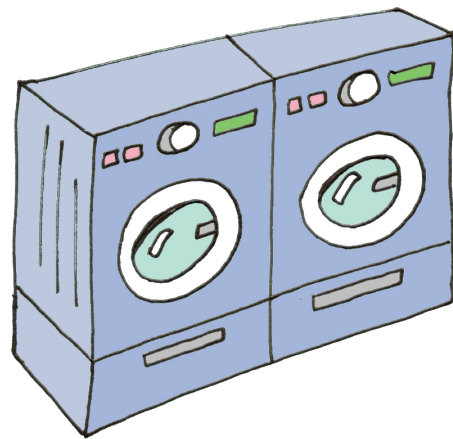
Selling your home in this market isn't the same as it's been in past decades. Buyers are pickier and have more tools at their disposal than ever before, so sellers have to spend more cash to make their homes shine.

1. Price it realistically from the get-go: more showings occur earlier in the listing than later.

2. Clear out any clutter - less is more. Don't leave pictures of you or your family on the wall. Potential home buyers should imagine themselves in the home and pictures of people can distract them.

3. Repair defects ahead of time to appeal to buyers. Most buyers don't want to get into their new home and have a giant to-do list.

4. Include nice appliances or extras with the purchase. It's amazing how one nice appliance can make the rest of a kitchen feel updated.



5. Put your upgrade money where it counts - if your budget is low, start with carpets and paint.

6. Lights - make sure all bulbs are working and remember more light attracts.

Dave Flowers

Dave@FlowersRealEstate.com

206-334-5225



Are you curious what your HOME is currently worth? EMAIL or CALL me and I will do a market analysis for you FREE of charge or obligation.