

Anastasia

KNOWLEDGEABLE | EXPERIENCED | GRACIOUS SERVICE



BUYER'S GUIDE

“Everyone deserves the extraordinary because luxury is not about price point – rather, it is about an experience. And when it comes to real estate, experience matters.”




DEDICATED TO UNDERSTANDING AND SATISFYING EVERY CLIENT'S NEEDS

ANASTASIA'S COMMITMENT IS TO YOU

Selling a home is often the most significant transaction a person will make in their lifetime. Anastasia understands the importance of this decision, not only from a financial perspective but also as an investment in your future. As an expert in her field possessing deep market knowledge and keen insights into area communities, she will guide you throughout each step of the process acting as your trusted advisor. Anastasia will explain the process, and familiarize you with the various activities, documents and procedures that you will experience throughout the transaction. This ensures you have the information you need to make informed decisions that are aligned with your own individual goals and needs, resulting in a seamless experience and a successful transaction.

- Complimentary Virtual Staging
- Complimentary Comparative Market Analysis
- Knowledgeable | Experienced | Gracious Service



Managing Broker

Global Resources. Local Service.

My accreditations include **Certified Negotiation Expert (CNE)**,
Senior Real Estate Specialist (SRES) and **Certified Relocation Specialist (CRS)**

425.260.5881 | amiles@SignatureHomesNW.com

AMilesRealEstate.com

COLDWELL BANKER BAIN





REASONS TO BUY A HOME

Determining if the time is right to purchase a home is your first step in the home buying process. Here are some reasons to consider buying now rather than waiting for a future date.

1. BUYING A HOME IS A GREAT INVESTMENT

Several reports from the Federal Reserve Bank, Gallup, and Porch.com all indicate Americans believe real estate is a good investment, topping other options such as gold, stocks, bonds, and savings. WHY? Real estate helps build equity, a form of investing for you and your family. If you want to build your equity, this year is a great time to start putting your housing costs to work for you through homeownership.

2. MORTGAGE INTEREST RATES ARE LOW

The Primary Mortgage Survey from Freddie Mac indicates interest rates for a 30 – year mortgage have fallen since November 2018 when they reached a 4.94%. In February of 2020, they hit the lowest level in three years (3.45%). The latest Freddie Mac forecast notes how mortgage rates are expected to remain low, leveling out to an average of 3.8% this year.

When you purchase a home at a low mortgage rate, it will impact your monthly mortgage payment, giving you the opportunity to potentially buy a bigger home for your money.

3. INVESTING IN YOURSELF AND YOUR FAMILY IS A WIN-WIN

There are some renters who haven't purchased a home yet because they're uncomfortable taking on the obligation of a mortgage. Everyone should realize that unless you're living rent-free with friends or family, you're paying a mortgage – either your mortgage or your landlords.

According to the March 2020 Rent Report on apartmentlist.com, average rental prices continue to rise. This means your landlord benefits each time you pay more on your lease. When you're paying your landlord's mortgage instead of your own, you're not the one earning the equity. As an owner, your mortgage payment is a form of 'forced savings' you can use later in life to reinvest in your family. You can put it toward a variety of investments, such as saving for your children's education moving up to a bigger home, or starting your own business. As a renter, it can be more challenging to achieve those types of goals without home equity working for you.

4. A HOMEOWNER'S NET WORTH IS 45x GREATER THAN A RENTER!

Home ownership is a form of 'forced savings'. Every time you pay your mortgage, you're contributing to your net worth. Every time you pay your rent, you are contributing to your landlord's net worth.



THE POWER OF AND WHY TO HAVE A REAL ESTATE PROFESSIONAL ON YOUR SIDE

The real estate market is exceedingly complex and factors affecting the market change daily. Anastasia - with her experience and professional approach will be your guide using her in-depth knowledge of area communities, current and past market conditions and indicators to assist you in numerous ways. Anastasia can help expedite your search, identify the neighborhoods and communities that best fit your lifestyle and meet your needs, negotiate the best possible deal, and avoid delays or costly mistakes.

If you're searching for a home online, you're not alone; lots of people are doing it. According to the National Association of Realtors (NAR), the three most popular information sources homebuyers use in the home search are:

Online Website (93%) Real Estate Agents (86%) Mobile / Tablet Website or App (73%)

Clearly, you're not alone if you're starting your search online; 93% of homebuyers are right there with you. The even better news: **86% of buyers are also getting information from a real estate agent at the same time.**

Here are three key reasons why working with a real estate professional in addition to your digital search is key:

1. THE FULL TRANSACTION IS COMPLEX

There's more to real estate than finding a home online, and it's a lonely and complicated trek around the web if you don't **have a real estate professional to help you through the 230 possible steps you'll face as you navigate through a real estate transaction.** Determining your price, submitting an offer, and negotiating successfully are just a few of the key parts of the sequence. You'll want someone who has been there before to help you through it.

2. YOU NEED A SKILLED NEGOTIATOR

In today's market, hiring a talented negotiator could save you thousands, maybe even tens of thousands of dollars. From the original offer to the appraisal and the inspection, many of the intricate steps can get confusing. You need someone who is willing to be your advocate and can keep the deal together until it closes.

3. YOU NEED AN EDUCATOR

There's so much information out there in the news and on the Internet about home sales, prices, mortgage rates, and more. How do you know what's fact and what's fiction? How do you know what's specifically going on in our area? How do you know what to offer on your dream home without paying too much or offending the seller with the lowball offer?



THE HOME BUYING PROCESS AND HOW TO MAKE YOUR DREAM HOMEOWNERSHIP A REALITY

The process of purchasing a home is not one to enter lightly. You need to decide on key things such as:

- How long you plan on living in the area
- School districts you prefer
- Commute time that works for you
- Budget

Financial planners recommend limiting the amount you spend on housing to 25% of your monthly budget.

PRE-APPROVAL SHOULD BE YOUR FIRST STEP

The first step before you start your search is working with a lender and obtaining a pre-approval.

This will tell you how much home you can afford and can help you move faster, and with greater confidence in competitive markets.

FINANCING: Most homes are purchased with financing and with the historically low interest rates today, even buyers with cash may be better served by financing their home. Anastasia can recommend you to a lender that provides a wide variety of options that can assist you in financing your home purchase.

Working with a lender will help you:

- Determine the price range that you can afford
 - Understand how to qualify for different loans and programs
 - Determination of your monthly housing payment
 - Estimate the down payment and closing costs on the home you have chosen
 - Get pre-qualified so that your offer is more attractive to sellers and you are able to move quickly
-



MAKING AN OFFER

Once you have found the home you wish to purchase, Anastasia will apply her professional training and do all the necessary research to help you structure an effective offer. This is where an experienced agent's skills show why they are critical for a smooth real estate transaction. When an offer is made, the seller will have the option of accepting, rejecting or counter-offering. Anastasia will negotiate the best possible terms for you. In the case of multiple offer's, Anastasia will work with you to structure the best offer you are comfortable with and will draft the purchase and sale agreement. She will advise you of protective contingencies, customary practices, and local regulations. Home warranty, title and escrow arrangements will be detailed in the offer. Although Anastasia will give you advice and information, it is your decision as to the exact price and terms.

MANAGING ESCROW – When the purchase agreement is accepted and signed by all parties, Anastasia will open escrow for you and your earnest money will be deposited. The escrow company is a neutral third party that will receive, hold, and distribute all funds associated with your transaction.

INSPECTIONS AND DISCLOSURES – Anastasia can assist you in finding resources for inspections of all types as well as a company that can provide you with Natural Hazard Inspection reports. The findings and reports can be reviewed by you as well as any disclosures or documents provided by sellers or recommended for the transaction based on current real estate practices.

REMOVING CONTINGENCIES – Prior to closing escrow, all contingencies of a Purchase Agreement must be met. Anastasia will help you understand each contingency and will help coordinate this process.

CLOSING ESCROW – When all conditions of the purchase agreement have been met, loan documents and closing papers can be signed. You will deposit the balance of down payments and closing costs to escrow and your lender will deposit the balance of the purchase price. Once these steps are complete, the deed can be released for recording. In the state of Washington, an escrow is considered 'closed' on the date that the Grant Deed, transferring title from seller to buyer, is recorded at the County Hall of Records. When the deed is date-stamped and recorded, then you take ownership of the home!

MOVING IN – Anastasia is a valuable resource. She can connect you with her network of service providers and can provide tips for planning and coordinating your move.



THE ESCROW PROCESS

In a real estate transaction, escrow is an independent third party that holds important documents and funds. When opening escrow, the buyer and seller determine the terms and conditions for the transfer of ownership of the property via the purchase contract. Escrow ensures that all mutually agreed upon terms and conditions are met prior to the transfer of ownership and distribution of funds.

Escrow protects you and the seller by managing the following tasks:

- Holding the buyer's good faith deposit (typically 3% of the purchase price)
- Disclosing escrow and title fees to the buyer's lender
- Calculating prorated taxes and HOA fees
- Providing a title report and title insurance
- Ensuring the state and local transaction laws and rules are followed
- Obtaining all necessary and notarized signatures from all parties
- Ensuring the paperwork is legal and binding
- Recording the transfer documents and insuring their accuracy
- Receiving the down payment from the buyer
- Receiving funds from the buyer's lender
- Pay liens, overdue tax, and HOA dues
- Distributing proceeds to the seller

CLOSING COSTS: WHAT YOU NEED TO KNOW

Closing costs are fees paid by the buyer and the seller at the close of your home. During the escrow process you will have a Good Faith Estimate, which includes your closing costs and settlement charges. Typically, closing costs are 1-2% of the purchase price of your home. A few days prior to closing, your lender will give you a detailed breakdown in the Closing Disclosure Statement.

What's included...Closing costs include loan origination fees, discount points, appraisal fees, title searches, title insurance, surveys, taxes, deed-recording fees, initial deposit for your escrow account, homeowners insurance, and credit report charges.

In addition, there are nonrecurring costs and prepaid costs. Nonrecurring costs are one-time fees associated with buying a property or getting a loan. Prepaid costs are those that recur over time, such as property taxes and homeowners insurance.



WHO PAYS FOR WHAT?

BUYER TYPICALLY PAYS:

- Inspection
- Escrow fee from the title company
- Loan fees required by your lender
- Title insurance premium
- Fire and hazard insurance premium

SELLER TYPICALLY PAYS:

- Real estate commissions
- Any judgements or tax liens
- Any unpaid homeowners due
- Transfer taxes
- Delinquent property taxes

SETTING ASIDE ENOUGH FOR CLOSING COSTS:

Closing costs are typically between 2-5% of your purchase price.

WHAT IS INCLUDED IN THE CLOSING COST:

- Government Recording costs
- Appraisal fees
- Credit Report fees
- Lender Origination fees
- Title Service (insurance, search) fees
- Tax Service fees
- Survey fees
- Attorney fees
- Underwriting fees

THINGS TO AVOID AFTER APPLYING FOR A MORTGAGE!

- Don't change jobs or the way you're paid at your job
 - Don't Deposit cash into your bank accounts
 - Don't make any large purchases like a new car or furniture for your new home
 - Don't co-sign other loans for anyone
 - Don't change bank accounts
 - Don't apply for new credit
 - Don't close any credit accounts
-



THE HOMEBUYING PROCESS

1. INITIAL CONSULTATION

- a. Determine your priorities and needs
- b. Discuss financing options
- c. Find a lender you feel comfortable working with: Anastasia can recommend a few excellent recourses for this

2. STARTING THE FINANCING PROCESS

- a. Consult with a loan officer
- b. Pre-qualification letter and determine budget
- c. Complete loan application
- d. Start the Underwriting process

3. FINDING THE RIGHT HOME

- a. Based on determined budget
- b. Anastasia will show you properties based on your criteria and budget
- c. Evaluate each property with Anastasia and find the right home

4. PREPARING AN OFFER

- a. Review seller's Form 17 – property disclosure
- b. Review preliminary title report
- c. Anastasia will contact listing agent with any buyers questions or disclosures
- d. Anastasia will review comparable sales to determine offer price
- e. Review process of loan pre-approval, decide on financing
- f. Anastasia will help to decide on terms (inspection, possession date, personal property etc.)

5. REACHING SELLER AGREEMENT

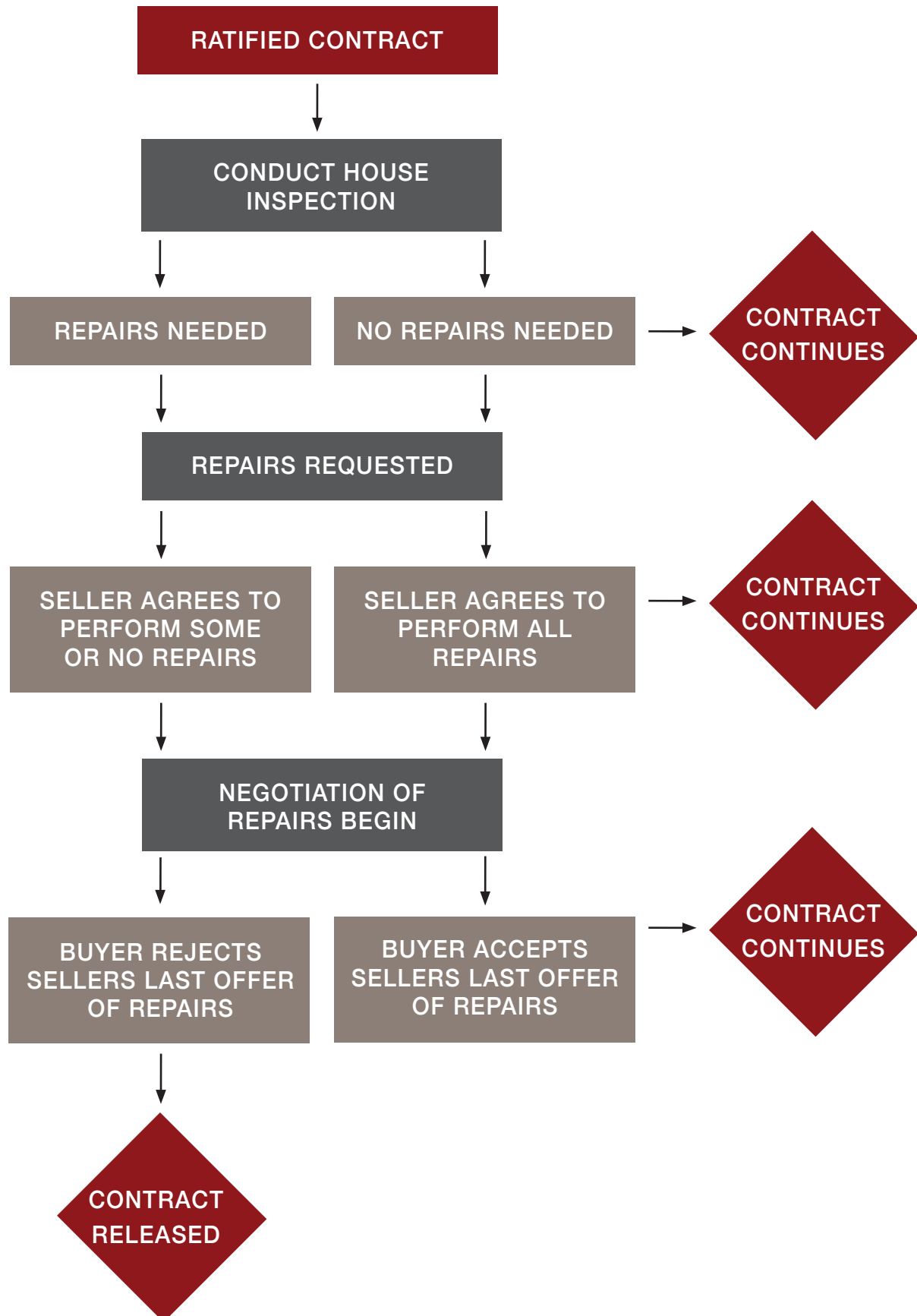
- a. Anastasia will present your offer (in person if possible)
- b. Negotiations of terms and possible counteroffer
- c. Agreed-upon sales contract with seller – mutual agreement

6. COMPLETING SETTLEMENT PROCESS

- a. Open escrow – Anastasia will do this for you or the listing agent
- b. Send full contract to your lender – Anastasia will do this
- c. Deposit of earnest money (within 2 business days of mutual agreement)
- d. Conduct inspection if in contract within contractual time frame
- e. Review Sellers disclosures again if necessary
- f. Arrange for homeowners insurance
- g. Arrange for home warranty if decided to choose this
- h. Arrange for movers
- i. Final walk-through of property with Anastasia (three days to the day of closing)
- j. Provide balance of down payment and closing costs – escrow will send final \$ numbers
- k. Sign documents
- l. Loan funding
- m. Recording of title
- n. Receive keys from Anastasia
- o. MOVE IN!



THE HOME INSPECTION PROCESS





COMMON TERMS USED IN THE HOME BUYING PROCESS

APPRAISAL – A professional analysis used to estimate the value of the home. A necessary step in validating a home's worth to you and your lender as you secure financing.

CLOSING COSTS – The fees required to complete the real estate transaction. Paid at closing they include points (loan costs) taxes, title insurance, financing costs, and items that must be prepaid during escrow.

CREDIT SCORE – A number ranging from 300-850 that's based on an analysis of your credit history. Helps lenders determine the likelihood you'll repay future debts.

DOWN PAYMENT – Down payments are typically 3-20% of the purchase price of the home. Some 0% down programs are also available. Ask your lender for more information.

MORTGAGE RATE – The interest rate you pay to borrow money to buy a home. The lower the rate the better.

PRE-APPROVAL LETTER – A letter from a lender indicating you qualify for a mortgage of a specific amount.

REAL ESTATE PROFESSIONAL – An individual who provides services in buying and selling homes. Real estate professionals are there to help you find your dream home, navigate through confusing paperwork, negotiate any contract details and ensure you know exactly what's going on throughout the process.

MYTHS THAT MAY BE HOLDING YOU BACK FROM PURCHASING YOUR HOME...

“I NEED A 20% DOWN PAYMENT...”

Many buyers often overestimate what they need to qualify for a home loan. Unfortunately, the myths surrounding the barriers to homeownership — especially those related to down payments and FICO scores – might be keeping many buyers out of the arena. Many potential buyers do not realize how many assistance programs are available with as little as 3% down. ***61% of millennials who purchased a home in 2017 put down 10% or less!***

“I NEED A FICO SCORE OF 780 OR HIGHER...”

The truth is, over 50% of approved loans were granted with a FICO score below 750.



RENTING VS. BUYING

Some Highlights:

- Historically, the choice between renting and buying a home has been a tough decision.
- Looking at the percentage of income needed to rent a median-priced home today (27.7%) vs. the percentage needed to buy a median-priced home (17.5%), the choice is clear.
- Every market is different. Before you renew your lease, find out if you can put your housing costs to work by buying a home this year.

The Cost of **RENTING** vs. **BUYING**

HISTORICALLY:

NOW:

Percentage of Income Needed to Afford **Median Rent**

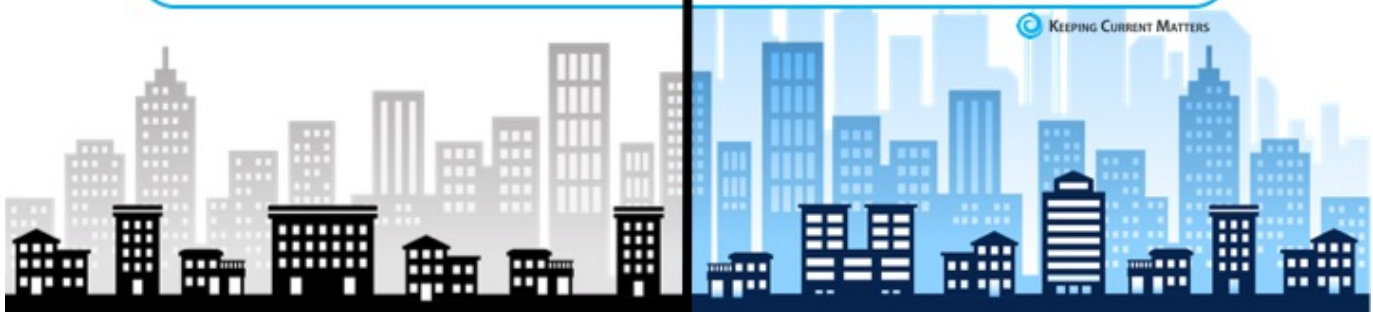
25.8%

27.7%

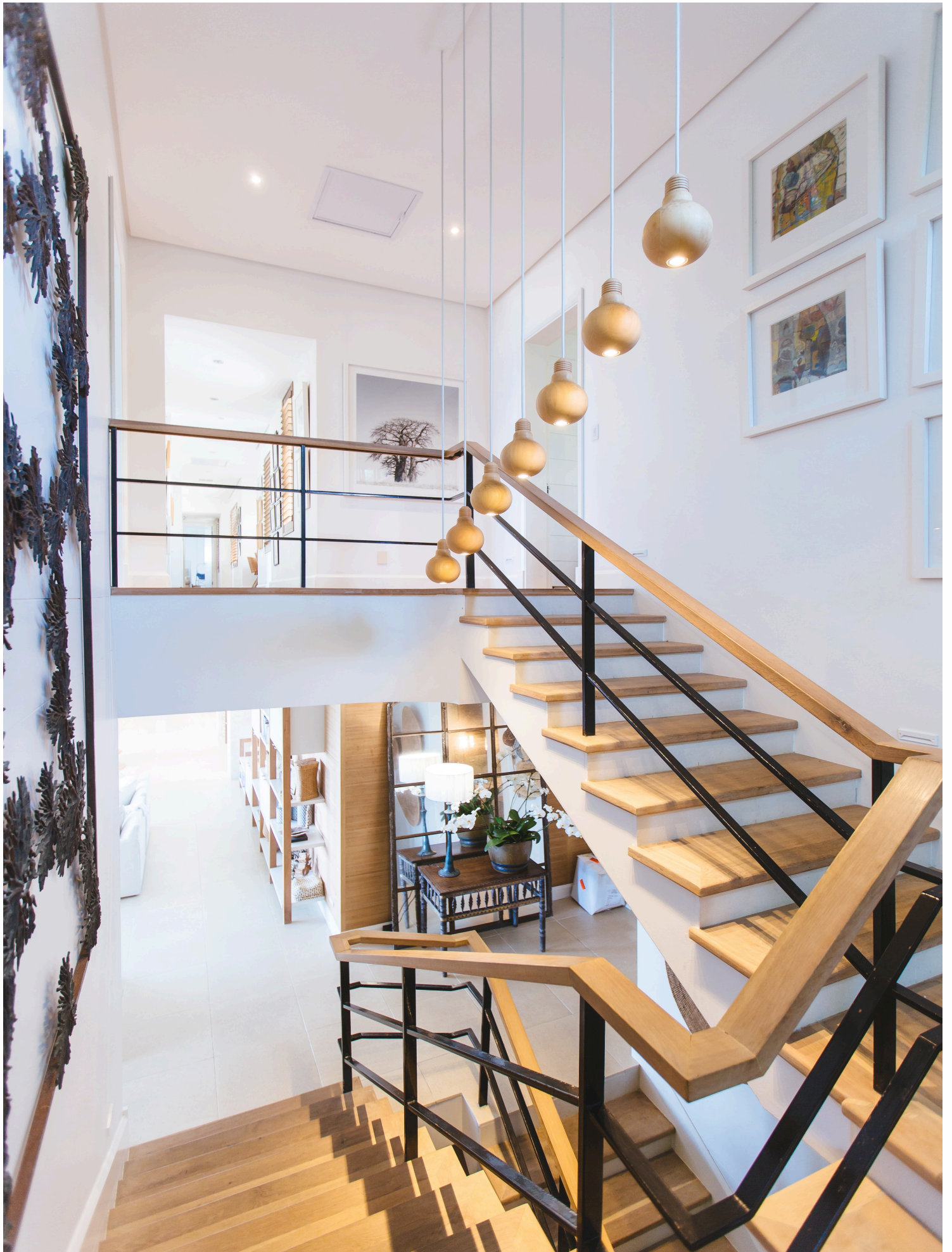
Percentage of Income Needed to Afford **Median Home**

21.1%

17.5%



KEEPING CURRENT MATTERS



Anastasia

Anastasia's emphasis in client care and tasteful marketing is rooted in her background and in "I love what I do" attitude.



People say that working with Anastasia and her emphasis in client care and tasteful marketing, that is rooted in her background and the "I love what I do" attitude sets her apart. The 110% professional manner in which she works makes her clients feel and know they are in good hands with one of the most important decisions and process' in their lives.

Anastasia works with a variety of clientele, from inexperienced first-time homebuyers to highly experienced C-suite executives. In all cases she works diligently to understand client needs and expectations and provides superior five-star service through an approach built upon an extensive network of business relationships, market knowledge, experience and placing client needs first. As a Pacific Northwest native, Anastasia educates her discerning clientele not only about the transaction process but also about the nuances of each neighborhood, from schools and shopping to restaurants and recreation, which results in an artful pairing of client and home.

Anastasia's emphasis in client care and tasteful marketing is rooted in her background with Nordstrom and Microsoft. Starting first as a sales associate with Nordstrom, later to become divisional manager in a high-end department covering multiple states. Anastasia then moved on to Microsoft in marketing and advertising, opening several states in a beta version of the first online city guide. Then on to National advertising for Microsoft. It is by working for these excellent companies that gave her the foundation to offer such high touch and amazing service and above the 'average' marketing for her clients. Anastasia will also admit that one of the most rewarding things she has done was to start a swim school in her back yard that specialized in teaching children with special needs how to swim. Anastasia provides concierge service to her clients with her reputation for excellence and success, elevated by her affiliation with Coldwell Banker Bain on a local and global platform.

When not golfing or spending time with her family, Anastasia's personal life keeps her active in many community volunteer and philanthropic activities: supporting the local One Love Foundation, a member of SAMS (Seattle Art Museum Supporters), as well as supporting Bellevue Life Spring. Previous Board appointments have been with the Women's Enterprise International and the Village Theatre in Issaquah. Anastasia's accreditations include: Managing Broker, Certified Relocation Specialist, Negotiation Expert (CNE), Senior Real Estate Specialist (SRES), Council of Residential Specialist (CRS) and a member of the National Association of Realtors.

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Do what you love ... love what you do.



Council of Residential Specialists
The Proven Path To Success





TESTIMONIALS

REPRESENTED THE BUYERS

"We cannot say enough great things about Anastasia! We have been working with her for about 3 months and it has been such a pleasure. Other REALTORS that we have worked with in the past have been hard to get a hold of, slow at email response, and just slow to get us answers needed when purchasing a home. Anastasia consistently responds to emails immediately, answers calls and returns calls quickly. On top of being a great REALTOR, her personality just adds to the package of being an all around great person. We highly recommend working with her, she truly is one of the best in Bellevue!" — Dina B.

REPRESENTED THE BUYERS

"We couldn't be happier with our decision to work with Anastasia in the purchase of our new home. Anastasia provided lightning quick responses to any questions or requests. She communicated exceptionally well and kept us in the loop every step of the way. Her professionalism, follow thru and attention to detail are exactly what we were hoping for in an agent. We've worked with numerous agents over the years and the experience with Anastasia was by far the most enjoyable and stress -free we've had. We'll wholeheartedly recommend Anastasia to family and friends." — The Hensleys

REPRESENTED THE SELLERS

"Saying that we're pleased with the performance of Anastasia Miles would be an understatement. Anastasia went out of her way and over the top for us, starting months before we actually listed our home – which incidentally resulted in a bullet proof contract within 3 days of listing that was almost 10% over our asking price, a price that many other brokers thought was already too aggressive.

Please note that some may say that our sale was fast because the market was hot and any agent could have done so well. Two words come to mind beginning with "B" and "S". As marketing and sales professionals ourselves, with many years of experience with Microsoft and other top tier organizations, my wife Theresa and I know talent and effective planning and execution when we see it. Also, the market wasn't that hot when we started this process. In fact, just weeks before we listed, it was nothing liked we'd hoped and we were highly concerned we would not get the price we needed. In many ways, the success that Anastasia had with our home actually established a new value level and ignited the Capitol Hill market.

If you have any questions, please call my wife Theresa and I. We give Anastasia our highest recommendation and stand by every word we have written." — George & Theresa Norris

REPRESENTED THE SELLERS

"I listed my condo with Anastasia and she worked diligently with the buyer's agent and the escrow company to close the sale in spit of challenges beyond our control. Her professional and patient approach while dealing with a variety of personalities is greatly appreciated. Anastasia also worked tirelessly with me to find the absolutely perfect condo for me to purchase. Since it was a short sale, Anastasia once again exercised a patient, professional approach to all the details. I would highly recommend Anastasia to family and friends who are looking to purchase or sell their real estate. Thanks Anastasia!" — The Schulzs

REPRESENTED THE BUYERS

"We've just closed our second home purchase with Anastasia and once again, she exceeded every expectation! We'd been searching for the perfect second home for a number of years and finally located just the right one. Anastasia spent countless hours in the car with me, searching for 'the one' and gave sage advice about different properties. She was incredibly good natured and tireless in her willingness and desire to help us find just the right home.

When we did find our home, there were a number of questions to which the sellers and their agent couldn't find answers. Anastasia was quick to do her homework, pick up the phone, and track down the needed information herself. The sale could have easily gone sideways if Anastasia hadn't been so proactive in answering our questions and helping resolve our concerns.

I've purchased numerous homes throughout my lifetime and in all those purchases I've never worked with a more responsive or professional agent. As we worked towards closing, Anastasia was, at all times, up to speed on the status of our loan, working closely with the lender to avoid any possible delays. She stayed in close contact with the seller's agent, oftentimes gently prompting the other agent to take care of their business as well. By the time I'd get to read an email requesting something of me, Anastasia had already responded to it, providing them with everything they needed. It's so refreshing to work with someone who works with purchasing a home so effortless.

We'll be lifelong clients and wouldn't dream of using anyone else for any real estate needs. Both times I've worked with Anastasia the purchases have gone smoothly and quickly, due largely to Anastasia's responsiveness and attention to detail. She's a true professional who obviously has a great passion for her profession. Thanks Anastasia!" — The Hensleys

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