

# HOME BUYING GUIDE



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# REPRESENTATION



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A buyer's agent's commission is typically included in the seller's fees, meaning there is no cost to home buyers to have someone working in their favor.

Here is a standard timeline of home buying steps:





# COMMUNICATION



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## TIMELY COMMUNICATION IS VITAL TO THE HOME BUYING PROCESS.

Our team emphasizes transparency and consistent follow-up so clients are never left in the dark.





# FINDING YOUR DREAM HOME

## DEFINE AND REFINE

We'll find homes that match your search parameters and begin to schedule tours. We can begin to structure a solid offer once you find a home you like.

If necessary, we can adjust your search criteria until we find your perfect home.



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# RESOURCES



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The following combination of resources has proven to be effective in helping home buyers find their dream home.



## **NORTHWEST MULTIPLE LISTING SERVICE (NWMLS)**

NWMLS is the primary source of new and current real estate listings. It is accessible only by licensed real estate professionals.



## **GPS HOME SEARCH APP + PROPERTY TRACKER**

Stay connected to your home search where ever you go. Get instant notifications, a real-time GPS map, and view extensive photo and listing details.



## **STRATEGIC PARTNERSHIPS**

Our expansive network of real estate connections offers clients the opportunity to learn about upcoming listings before they appear on NWMLS.



# GIVING BACK



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Our team regularly participates in the Ronald McDonald House Family Meal Program. We have also established our own Giving Program. Through this program we have donated to a number of non-profit organizations on behalf of our clients.

If you'd like to learn more about how to participate, we'd be happy to provide you with more information.



# ABOUT US



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## Van Durr - Managing Broker



Van has helped home buyers and sellers throughout the Seattle metropolitan area reach their real estate goals for over 25 years. His knowledge and experience in real estate has enabled him to overcome various challenges in the market. Combined with his commitment to client service, Van has built a successful track record which has translated into many John L. Scott top producer awards.

Van has spent most of his career working for some of the Pacific Northwest's most well-known brands. Before joining John L. Scott, Van spent 14 years with Alaska Airlines where he focused on customer service. The transition to real estate was seamless and has enabled Van to provide a more personal and long-lasting client experience.

In his spare time, Van enjoys spending time with his family, fishing, traveling, and cooking.

## Wendy Carrington - Managing Broker



For over two decades, Wendy has provided residential and commercial real estate services throughout the King County area. She is an action-oriented broker who is committed to being responsive and attentive to the specific needs and goals of each client. Her real estate knowledge and dedication to providing outstanding service has resulted in numerous repeat clients and multiple John L. Scott top producer awards.

Wendy was first introduced to real estate when she worked as an on-site manager of a 48-unit apartment building while attending the University of Washington. Her experience showed her how she could directly, and positively, impact the lives of her residents. She obtained her real estate license shortly afterwards and has continued to serve the needs of others through real estate ever since.

Outside of real estate, Wendy is a proud wife and a devoted mother to her teenage son, Preston. She enjoys volunteering and participating in community events and organizations.



# ABOUT US



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## Zoe Durr - Broker

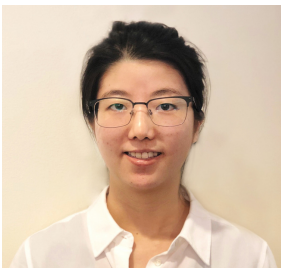


Zoe Durr spent her Pacific Northwest childhood immersed in sports and community, developing a work ethic that earned her full academic and sports scholarships to The Evergreen State College. This same drive directs every step of a real estate experience with Zoe.

Zoe's professionalism is augmented with compassion developed in working with local YMCA and Boys and Girls clubs, and is matched by a real estate knowledge meticulously gleaned from an early career as with the then-top property management firm in the state of Idaho. In her role as Senior Property Manager specializing in Multi-Family, New Construction, Lease Ups and HOA management, Zoe rounded out her portfolio by overseeing the completion and day-to-day operations of two new mid-rise off-campus student housing buildings for Boise State University.

Zoe has returned home to the Emerald City to join The Carrington Durr Group here at John L. Scott, where she hopes to pursue her dreams and get to the next level of her career in real estate. Outside of the office, Zoe loves modeling all of the above on adventures with her two beautiful children.

## Shuting Yue - Marketing & Administrative Assistant



Shuting supports day-to-day business operations regarding the team's marketing efforts. Her administrative and marketing skills and abilities to handle multiple responsibilities allow the team to focus on delivering the high quality services to meet the clients' expectations.

Shuting is a business student graduated from University of Washington, Bothell. She finished her four-year undergraduate study focusing on business, accounting and finance and look forward to starting her career life with Carrington Durr group. Shuting's skills of marketing and social media will help the team to build better promotional strategies to create stronger brand perception to the public.

# CLIENT TESTIMONIALS



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"Van made himself available 24/7 and was willing to help with any question I had, no matter how obscure or difficult. His experience in a very competitive Seattle market really set him apart from anybody else and is the sole reason I was able to get a new condo as quickly as I did.

He is honest and really understands what I was looking for in a new place. I would 100% recommend Van to all of my friends and family moving to Seattle."

- Gavin

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"We couldn't recommend Van more highly. Our number one priority was having an agent who listened to us. Van not only listened, but he took notes about our conversation the first time we met him at an open house, and that's why we invited him back to talk to us when it was time to put our place on the market.

Van and his partner Wendy were always positive and helpful about the marketing process but they didn't sugar coat anything. They expected the house to sell quickly (and it did), but they made sure we understood that it was the market that would ultimately determine the results, and that was a difficult thing to predict much less guarantee. Their recommendation on pricing for the market was spot-on. We don't think we would have gotten nearly as much interest in the house if the initial pricing hadn't been set where it was.

Van was professional and friendly. We never felt like we were on our own when it came to the selling process and he was always available with information and help from the beginning of the process to the closing."

- Dave & Joan

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"Van did an excellent job in working with us and selling our condo. We live in Alaska and our condo is in Seattle. Yet, Van made everything easy. He was immediately responsive to any question or concern. He guided us throughout the entire process. And, he has a delightful sense of humor."

- Linda



# MY 5 STARS ZILLOW REVIEWS



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Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★



Sold a home in 2019 in Bryant, Seattle, 98105  
03/13/2019



Van is a super nice guy that will be a bulldog when needed to protect your interest. He will not push an agenda on you, but will do whatever you ask to sell your property. I both bought and sold my VRBO property from him because he is totally trustworthy and one great guy.

Bought a home in 2016.  
06/07/2016



Van was an excellent resource and guide for us as we were looking to purchase a condo in Seattle. We ended up purchasing one of the first condos he had selected to send us for our review. We recommend him highly.

Showed home in 2015 in Belltown, Seattle, WA 98121  
05/18/2016



Van is incredibly knowledgeable about condos and homes in and around Seattle. Not only does he have expert knowledge about the market and it's current trends but he is well versed with all parts of purchase and sale agreements.

Bought a Townhouse in 2015 for approximately \$800K in East Queen Anne, Seattle, WA.  
01/18/2016



Our needs were very specific and the Seattle market was a challenge to find everything we wanted. Van is very good at understanding what kind of home his clients are asking for, even if they don't know what we were doing since this was our first home in the area. His experience in the area is obvious and the homes he recommended were top notch!

# HOME COMPARISON WORKSHEET



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Home #1

Home #2

Home #3

Address:	_____	_____	_____
Price:	_____	_____	_____
Taxes:	_____	_____	_____
HOA Dues:	_____	_____	_____

Please rate each of the following categories 1-5

Curb Appeal:	_____	_____	_____
Size of Lot:	_____	_____	_____
Deck/Patio/Balcony:	_____	_____	_____
Roof:	_____	_____	_____
Garage:	_____	_____	_____
View:	_____	_____	_____
Floor Plan/Layout:	_____	_____	_____
Master Bedroom:	_____	_____	_____
Master Bathroom:	_____	_____	_____
Other Bedrooms:	_____	_____	_____
Other Bathrooms:	_____	_____	_____
Living Room:	_____	_____	_____
Dining Room:	_____	_____	_____
Den/Rec Room:	_____	_____	_____
Kitchen:	_____	_____	_____
Transit:	_____	_____	_____
Neighborhood:	_____	_____	_____
School District:	_____	_____	_____
Total:	_____	_____	_____