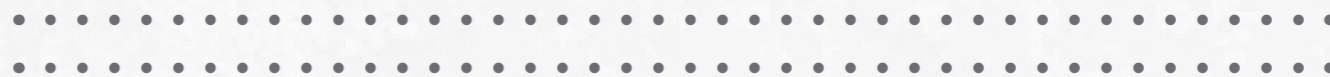
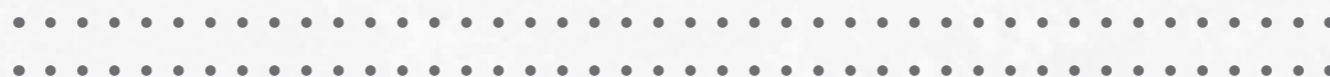


**Team
Diva** REAL
ESTATE



Moving On Up!
Finding Your Next Diva Dwelling





Our mission statement

Team Diva provides industry leading real estate services to support increased home ownership and to work toward building sustainable and equitable communities in the Puget Sound region.





What Diva Dwellers Are Saying

Can't say enough good things about Kim and Team Diva. As a first-time homebuyer, I was somewhat intimidated by the entire process and needed some good guidance. Kim not only knew all the intricacies of the buying process but also knew her Seattle real estate inside and out. – John K.

Team Diva is AMAZING!!!
– Kate B.

Team Diva comes through again and how!!! Thanks to their real estate savvy and hustle, we just sold our townhouse in multiple offer situation, Kim and Chavi worked with the buyers to find the right one & negotiated an even better deal for us with that buyer.
–Rassamee + Isaak H.

Read more reviews on Zillow, Yelp or our Google+ page!

My wife and I found a fabulous mid-century modern home that should have been a straight forward purchase. However, we discovered midway through the process we were dealing with “emotional sellers”!!! The Divas handled them with grace and respect. We worked out the bugs, closed on time and not only gained a new home, but new friends in the process. – Julie H.

Whip smart, market savvy and super fun.
– Mad S.





The Diva Experience

Divas are passionate about real estate and our Diva Dwellers. Our primary focus is finding the RIGHT home in the RIGHT community for folks.

- **The Divas work as a team so you are always number one!**
- **We use the world's best inspectors and contractors**
- **We are aficionados of Seattle's walkable urban neighborhoods**
- **We help our buyers make smart choices**
- **We use a blend of old and new tech tools to do Old School Real Estate**
- **Fun - no seriously, we have a LOT of fun!**



3 Options: How to Get Your New Place

**Option
1**

Buy new home first, sell current home after

**Option
2**

Sell current home, rent, and then buy a new home

**Option
3**

Buy contingent on the sale of your current home





Your Options

How to make the big move happen?

	SELL + RENT + BUY	RENT BACK	BUY + RENT EXISTING	BUY + SELL
Step 1	Prep home for sale	Prep home for sale	Buy new Diva Dwelling	Buy new Diva Dwelling
Step 2	Sell existing home	Sell existing home and ask for a 2-6 weeks rent back from buyer	Move and prep old Diva Dwelling for rent	Move and prep old Diva Dwelling for sale
Step 3	Rent temporarily while finding a new home	Find, purchase, and close quick on new home	Rent old Diva Dwelling	Sell old Diva Dwelling
Step 4	Buy new Diva Dwelling Enjoy your new space!	Enjoy your new space!	Enjoy your new space! Keep first home as an investment	Enjoy your new space!





On the Market



Prepping for the Sale

Focus: Make It Move In Ready

Phase 1

- Claim home on Zillow and Make Owner Updates
- Fix Any Broken Items
- Touch Up Paint Where Necessary

Phase 2

- Home Staged – Re-Staged with Help from the Divas
- Home Deep Cleaned
- Windows Cleaned

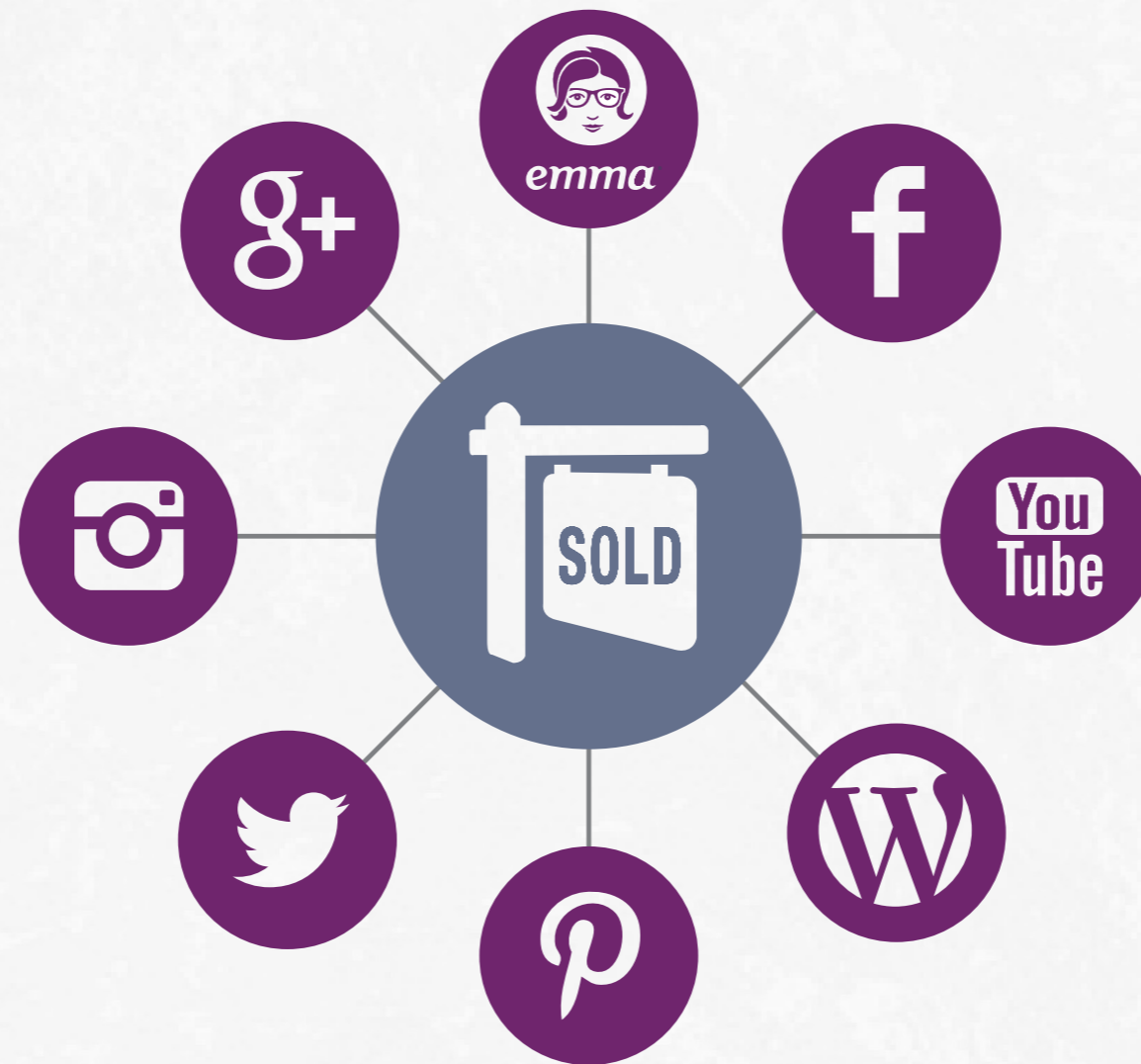
Phase 3

- Create Home “Story”
- Complete Seller Disclosure and Listing Paperwork



The Divas' Unique Way of Driving Buyers to Your House

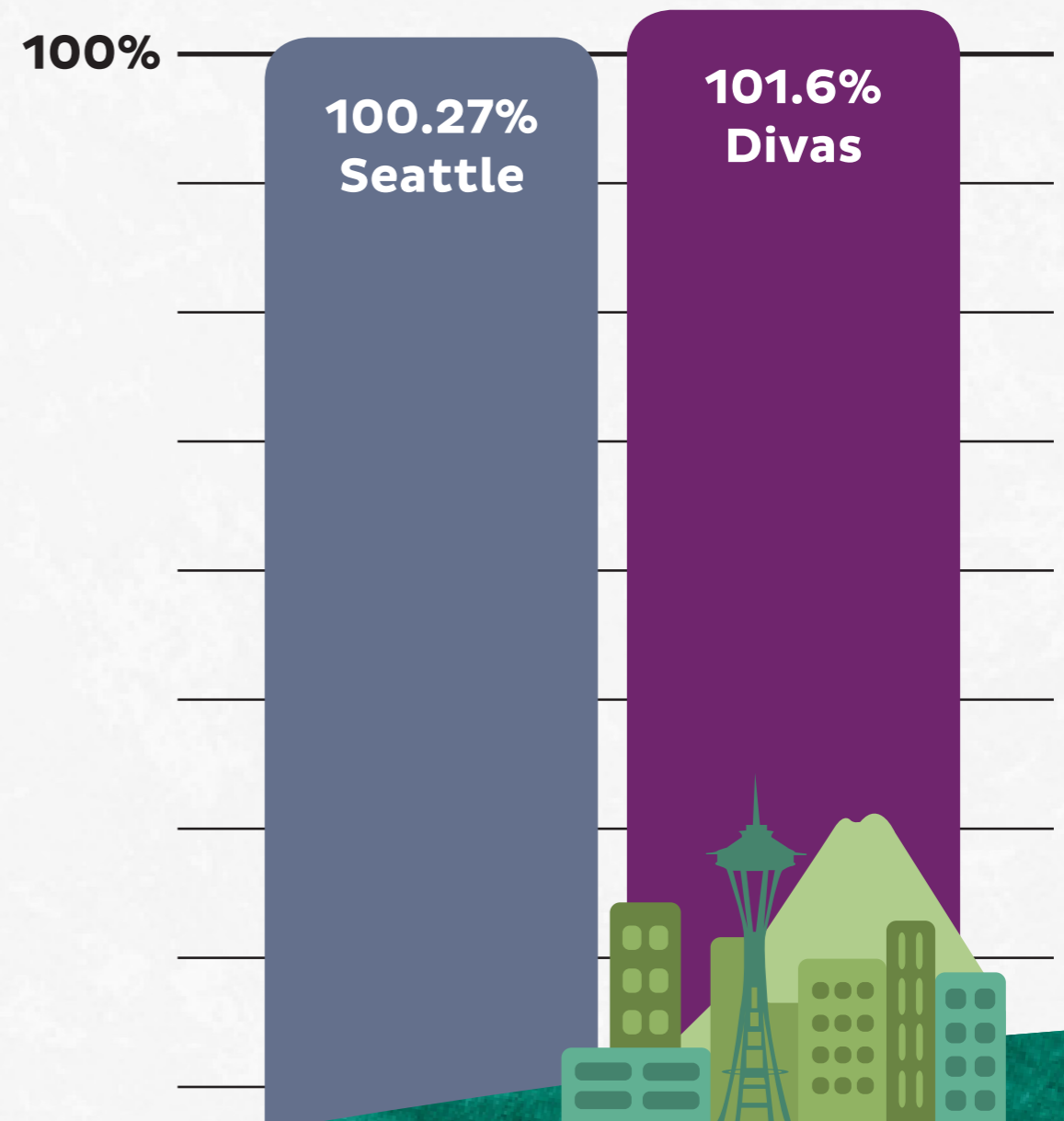
Going beyond social media!





Results of the Divas' Marketing Strategy

During 2014 our Diva Dwellings consistently sold for more money than the city average sale price for all property types. Our Condo Diva Dwellings sold for 3.21% and our single family homes for 1.74% higher. That is money in our Diva Dweller's pockets to Move on Up to the next fabulous Diva Dwelling.





Sold!





Home Selling Process

PREP FOR SALE

MARKET

OFFER

TRANSACTION

CLOSING

Diva Dweller

Follow Prep Plan

- Market Ready
- 1st Impression
- Interior Staged
- Repainted
- House Story

Home Market Ready

- Market to Your Network
- Hide Personal Items
- Hide Valuables
- Mow Lawn
- Keep Lights On

Be Available

- Review Offers
- Review Proceeds of Sale
- Sign Paperwork

Transaction/Move Prep

- Inspection Review
- Contractors as Needed
- Resale Cert (condo)
- Pack
- Prep to Turnover Keys

Closing on the Home

- Schedule Signing
- Finance Transfer
- Key Turnover
- Final Clean

Team Diva

Market Prep Plan

- Resources/Referrals
- Assist as Needed
- Review Competition
- Marketing Plan
- Prep Marketing Team

Active Market Process

- Implement Marketing
- Review Competition
- Weekly Reporting
- Adjust as Needed

Review Offer

- Seller Proceeds of Sale
- Review Buyer's Finances
- Docusign/Dropbox
- Develop Offer Strategy
- Negotiation

Manage Transaction

- Monitor Timelines
- Title to Buyers
- Provide Resources for Inspection Process
- Provide Comps for Appraisal

Sign Down Time

- Remove Staging
- Remove Sign + Box
- Assist with Closing
- Finalize Details with Buyers
- Key Transfer

Buyers & Brokers

Buyer Process

- Reviewing Online
- Broker Tour
- Open Houses

Offer Process

- Submit Offer
- Submit Proof of Funding
- Sign Paperwork

Transaction Process

- Inspection
- Sewer Scoping
- Title Review
- Appraisal
- Financing Finalized
- Misc

Closing Process

- Financing in Order
- Signing
- Key Transfer
- Excited!



Home Buying Process

SEARCH

MAKE THE OFFER

TRANSACTION

CLOSING

Team Diva



- Set up search
- Monitor new listings
- Review market trends

- Analyze market value
- Recommend offer range
- Negotiate to mutual agreement

- Home inspection: negotiate with sellers on any repairs
- Manage transaction through escrow and coordinate with lenders

- Monitors closing process
- Communicates closing requirements
- Coordinates final walkthrough of home
- Hand you your keys!

You, the buyer



- Work with Team Diva on search criteria
- Pre-approved for lending
- Review listings
- Search on Diva site
- Tour with Team Diva

- Select closing date
- Review loan options
- Earnest \$\$ ready
- Sign purchase and sale agreement
- Be ready to negotiate

- Select home inspector and conduct inspection
- Review and approve title report
- Review resale certificate (condo)
- Finalize financing
- Prepare for closing

- Conduct walkthrough with Team Diva to insure all inspection items are resolved
- Sign closing documents
- Prepare to move

Seller & Listing Agent



- List house on MLS
- Market house

- Agree to the offer or negotiate

- Resolves agreed upon home inspection items
- Prepares for closing

- Sign closing documents
- Clean and vacate house

MUTUAL AGREEMENT ACHIEVED



Get Your Financing in Order

PRE-APPROVAL

CLOSING

You,
the buyer



- Total amount for down payment/closing costs
- Submit loan application with following items:
 - 2 years of W2s/tax returns
 - Most recent pay stubs or profit & loss statement
 - Copies of bank statements
 - Copies of any investment statements (stocks, 401K, investment portfolio, CDs, etc)

- Prepare funds for closing (down payment and/or closing costs)
- No new sudden purchases! Need a new car, wedding ring, airline ticket, etc.? Wait until closing!
- Provide lender + underwriters with info: things come up.
- Provide all kinds of last minute items. Be flexi!
- Sign final loan + closing documents = Signing happens within 24-48 hours after the lender releases documents to escrow.

The
lender



- Reviews loan application with the buyer.
- Discusses ideal monthly payment, amount for a down payment, and potential closing costs
- Submits application to Underwriting for approval
- Sends a Good Faith Estimate to the buyer

- All remaining details are communicated to Team Diva and the buyer
- Loan prepared for funding
- **HUD Statement** prepared (review to see if there are changes from the Good Faith Estimate)
- Escrow prepares closing documents which includes lending paperwork
- House is funded and transaction closes

The Home Inspection Process

The buyer



INITIAL INSPECTIONS

- House Inspection – Detailed inspection with a certified home inspector. You receive a detailed report.
- Sewer Inspection – Camera inspection of the sewer line to ensure that the line connects to the city's system, does not have any damage, cracks, etc.

OTHER INSPECTIONS

- Structural Engineer – Review the structural issues found in initial inspection.
- Pest Inspection – Review pest infestation and develop criteria for curing the issue based on initial inspection.
- Sewer Roto-Rooting/Re-scoping
- Contract Bids: What is it going to cost to fix the issues.

Buyer response



1. Take it As Is – Love it and nothing is wrong.
2. Get Out – Piece 'O Junk House.
3. More Time – You need to get bids or do more detailed inspection to understand the issue.
4. Ask for Repairs or Money Back – Something came up and we need the seller to correct the issue or ask for money back towards the buyer's closing costs.

The Seller



Inspection Response:

Reviews request, agrees to work requested, money back towards closing costs OR negotiates on the inspection items.



Things to Keep in Mind While Reviewing Your Title

The title is the document that ensures you can own the home free and clear of any and all liens. Potential problems that might arise are typically boundary issues, the person selling the home is not the seller, etc.

Team Diva



- Pulls initial title at the beginning of the process for any issues
- Reviews title report and forwards to Buyer for review
- Refers Buyer to the title company for any explanations or clarifications on the title report

The buyer



- Buyer is to review all items on the title including any easements, liens, mineral rights, air rights, etc.
- **Big items to look for:** right of ways, easements, view, architectural guidelines, and other items that might hinder the sale or the buyer's use of the property
- Review any lien holders (contractors, utilities, property taxes, IRS, etc.). Typically the title company will review these items with Escrow to make sure that the property can transfer to the new owner
- Condos/townhouses/homes with HOAs: Review the title for the CCRs
- Buyer buys title insurance for the lender (shows on HUD statement as two debits and one credit from seller)

The Seller



- Sellers' title company pulls the title report which includes all potential liens on the property, ability of the seller to sell subject property, and other critical items
- Seller buys title insurance for the Buyer, part of the closing costs



Things to Keep in Mind for Escrow

Escrow: The neutral third party who divides up the funds between the buyer, seller, lender, real estate companies, and other lien holders and records the deed with the county. Basically, the final peeps in the process.



- Provide Escrow with a copy of all contract documents and contact information for the pertinent parties.
- Review the HUD Statement to make sure the money is in the right place.



- Complete the Disclosure Statement and return to Escrow as soon as you can.
- Work with Escrow on your signing date. Typically it will occur in their offices during business hours two days before closing.
- Prepare funds for down payment and closing costs in the form of an electronic wire or cashiers check. Make sure those funds are available 10 days before closing.



- Complete the Disclosure Statement and returns to Escrow.
- Seller can sign at any time about a week before closing.
- Prepare funds (if any) for any outstanding liens and closing costs in the form of an electronic wire or cashiers check. Make sure those funds are available 10 days before closing. (Note: It is not typical for sellers to have to bring any \$\$ to closing.)
- Give Escrow your wire/bank information. Escrow will wire you your process from the sale of the home at the time of closing.



Thank You for Choosing Team Diva



Kim Colaprete
Managing Broker
206.850.3102
Kim@TeamDivaRealEstate.com



Chavi Hohm
Broker
206.250.6540
Chavi@TeamDivaRealEstate.com



Rocky Flowers
Broker
Rocky@TeamDivaRealEstate.com



Roy Powell
Rent Guru
Roy@TeamDivaRealEstate.com

Yay! Time to meet up at your new house. How exciting!

But don't worry—The Diva relationship doesn't end here. The first couple of months you are going to have a ton of questions and may need referrals for professionals or just want to know where to enjoy the best meal in your fabulous neighborhood. Send us a note and we will get on it!

*Kim, Chavi, Roy + Rocky
Team Diva Partners, LLC*



TeamDivaRealEstate.com | TheDiva@TeamDivaRealEstate.com

T 206.850.3102 | F 206.284.6317

f facebook.com/SeattleDivas | @SeattleDivas

COLDWELL
BANKER

BAIN