

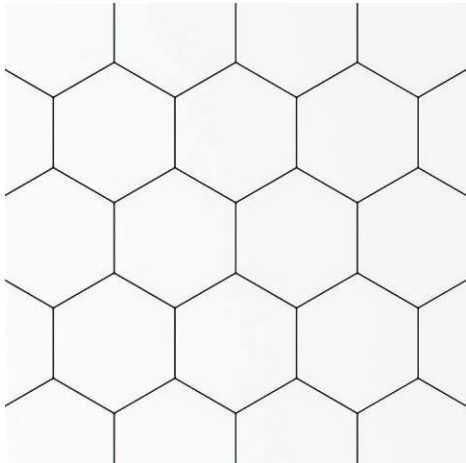


Guide to Selling Your Home



SELVAR & THE CITY





Meet Jan

Jan Selvar / Managing Broker / Luxury Advisor
janselvar.com



WHAT SETS JAN APART

Jan Selvar is a broker like no other. A lifelong Seattleite, her insider knowledge of the local residential market and her specialty in luxury living and condos is unsurpassed. When you're ready to live the city life you've always wanted, Jan will be there to help you.

As your coach, counselor, advocate and friend, Jan will eliminate roadblocks and streamline the entire buying and selling process to make it as smooth as possible.

A FIFTH-GENERATION SEATTLEITE

Home is so much more than a place. It's a state of being. Having raised her daughter in Magnolia and Queen Anne, Jan knows what it means to call the city home — and how important it is for you to buy or sell your home with ease. She'll do what it takes to make sure you get what you need.

CONCIERGE-LEVEL SERVICE

Reaching your real estate goals requires a conscientious broker who not only listens but actively hears what you have to say. With active listening and a special knack for reading between the lines, Jan delivers personalized, concierge-level service, whether you're downsizing, relocating or buying a home for the first time. Her in-depth

local knowledge of Seattle neighborhoods, project manager expertise and exceptional organization skills offer total peace of mind.

Since 2005, Jan has offered her real estate clients expert representation and valuable insights. She ensures her clients are well-informed so they can make educated decisions throughout the process. Jan is a certified Luxury Specialist and member of the Luxury Advisory Board, a Relocation Specialist and the former President of the Seattle Condominium Network — which means her clients are truly working with the best of the best.

JAN'S COMMITMENT TO COMMUNITY

Beyond making the sale, Jan cares about the people who form Seattle's many communities. Windermere was founded with a core set of values focusing on serving clients and the community. This vision is bolstered by the Windermere Foundation, an organization that aids local community programs and individuals in need. Jan is fiercely proud of the Foundation's work and supports their initiatives by volunteering her time to community service projects and donating a portion of every sale commission — because Jan knows that home isn't just about the place, it's about the people.

Jan delivers personalized, concierge-level service at every step of your real estate journey.

**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 BROKER:

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

Pre-inspection conducted

Staging walk-through held with designer

Paint or repair jobs begun

03 WEEKS TO LIST

House cleaning / de-cluttering started

Landscaping finessed and windows cleaned

Furniture removed (as needed)

02 WEEKS TO LIST

Staging installation begun (as needed)

Photo shoot conducted

Video + 3D shoot conducted (as needed)

01 WEEK TO LIST

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

LISTED

WEEK 1 / DAY 01

Property listing published on Northwest Multiple Listing Service

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

Property website launched

Just Listed email blast sent

Listing posted to social media

Digital and/or print advertising published

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

Private showings begun

WEEK 2

Buyer pre-inspections finished

Offers received

Offers reviewed

Contractual negotiations started



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.**



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)



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.

THROUGHOUT:

Clean all floors, carpets, walls and trim.

Replace burned-out light bulbs.

Empty trash.

Remove family photos, valuables, and prescriptions.

KITCHEN:

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

Fix dripping faucets.

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

Clean the refrigerator and remove odors.

Clean the oven and cook-top thoroughly.

Set the table.

LIVING/FAMILY/DINING ROOMS:

Give rooms a fresh coat of paint as needed.

Repair cracks and holes in ceiling and walls.

Make sure all wallpaper is secure.

Repaint any woodwork that is worn or chipped.

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

Make sure draperies and blinds open and close.

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

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

Put away toys and hobby supplies.

BEDROOMS:

Repair cracks in ceiling and walls.

Apply a fresh coat of paint if necessary.

Make sure wallpaper is secure.

Clean draperies and blinds; open to maximize light.

Put away toys, clothes, and clutter.

Neatly make up the beds.

BASEMENT:

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

Get rid of musty odors.

Clean furnace, hot water heater, and drains.

Make sure light fixtures work.

Arrange storage area in a neat and organized manner.

Make sure stairway handrail is secure.

TIDY EXTRAS:

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

Plant flowers to brighten a walkway and enrich the entry.

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

Remove cars, campers and boats from the property.

Remove extra magazines and books from tables.

Tidy and de-clutter all closets.

Hide or retire worn-out throw pillows.

Store any pet supplies.

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 attractive to buyers, maximizing your selling success.

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



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



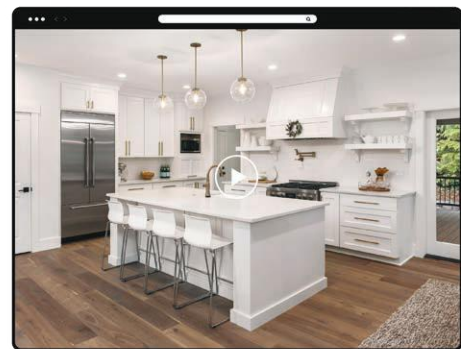
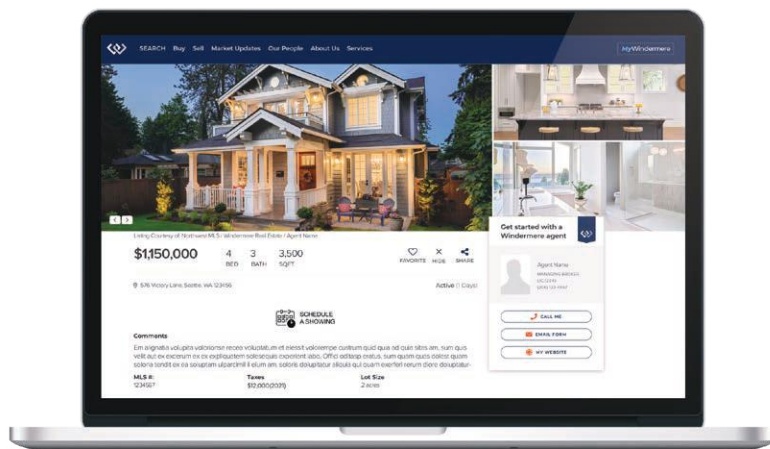
Staging your home

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

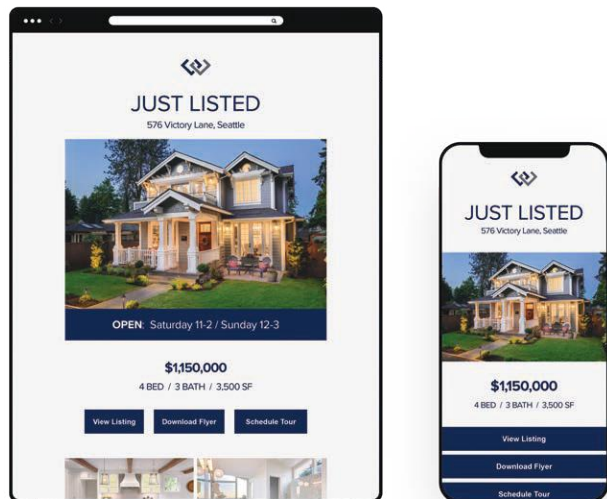
To further tell the story of your home's unique features and lifestyle, I may opt to have a video produced for the property website or to post on social media. Creating a video walk-through of your home allows buyers to experience it as if they were there in person.

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.



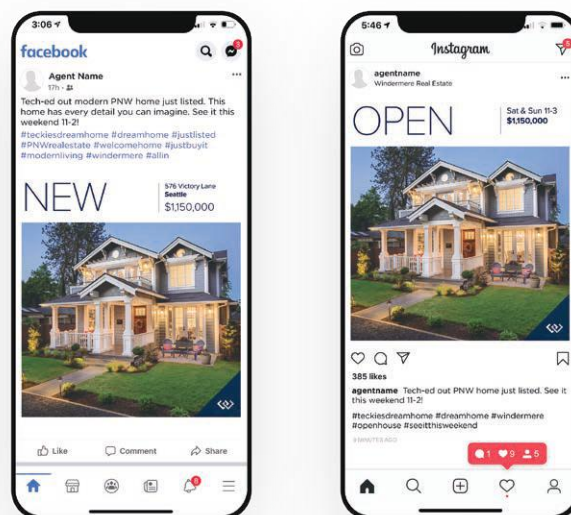
EMAIL

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.

Luxury marketing

GOING ABOVE AND BEYOND FOR LUXURY PROPERTIES



When listing your home, I may leverage Windermere's Premier Properties™ program and its many luxury marketing benefits. Under the Premier Properties brand, high-end listings are promoted to luxury buyers using distinctive marketing materials and media. I also enthusiastically promote my luxury listings to Windermere's extensive network of luxury brokers, who represent hundreds of buyers seeking our region's finest properties.



Windermere's W Collection is an elevated property marketing program, tailored to the needs of affluent clients in the ultra-luxury market. If I list your home under the W Collection brand, I'll promote it on the brand's website, using distinctive signage, and via exclusive advertising opportunities and marketing collateral. These will elegantly showcase your home and its most distinctive features to lifestyle-motivated luxury buyers.

WbyWindermere.com

Marketing your home to the world

**REACHING LUXURY BUYERS AROUND THE
CORNER AND ACROSS THE GLOBE**



Windermere and I belong to Luxury Portfolio International® (LPI), a worldwide network of luxury brokers. Through LPI, I can promote my luxury listings to a global audience of affluent buyers. Each year, LPI markets more than 50,000 of the world's most remarkable homes and attracts over three million high-net-worth visitors. Luxury Portfolio's global reach is evident in its extensive collection of homes, with an average price above \$2.6 million and an inventory valued at over \$58 billion. Through Windermere's affiliation with LPI, I'm able to promote my local luxury listings to a sought-after worldwide network of buyers and agents.



THE WALL STREET
JOURNAL.

MANSION GLOBAL

外居乐 waijule.com



Windermere's luxury listings are promoted to international buyers on websites such as LuxuryPortfolio.com, WallStreetJournal.com, MansionGlobal.com, Juwai.com and Waijule.com. Through these sites your property will be marketed to high-net-worth home buyers around the world.

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.

Open shades and curtains to let in light.

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

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

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

Turn on gas fireplaces to create a cozy atmosphere.

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

Keep radios and TVs off, or on low volume.

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





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

Financing addendum

Inspection addendum

Conditions/disclosure addendum

Contingency addendum, when appropriate

Addendum outlining special conditions

Lead-based paint notification, when appropriate

THE FOLLOWING FORMS WILL ALSO BE INCLUDED WITH YOUR AGREEMENT:

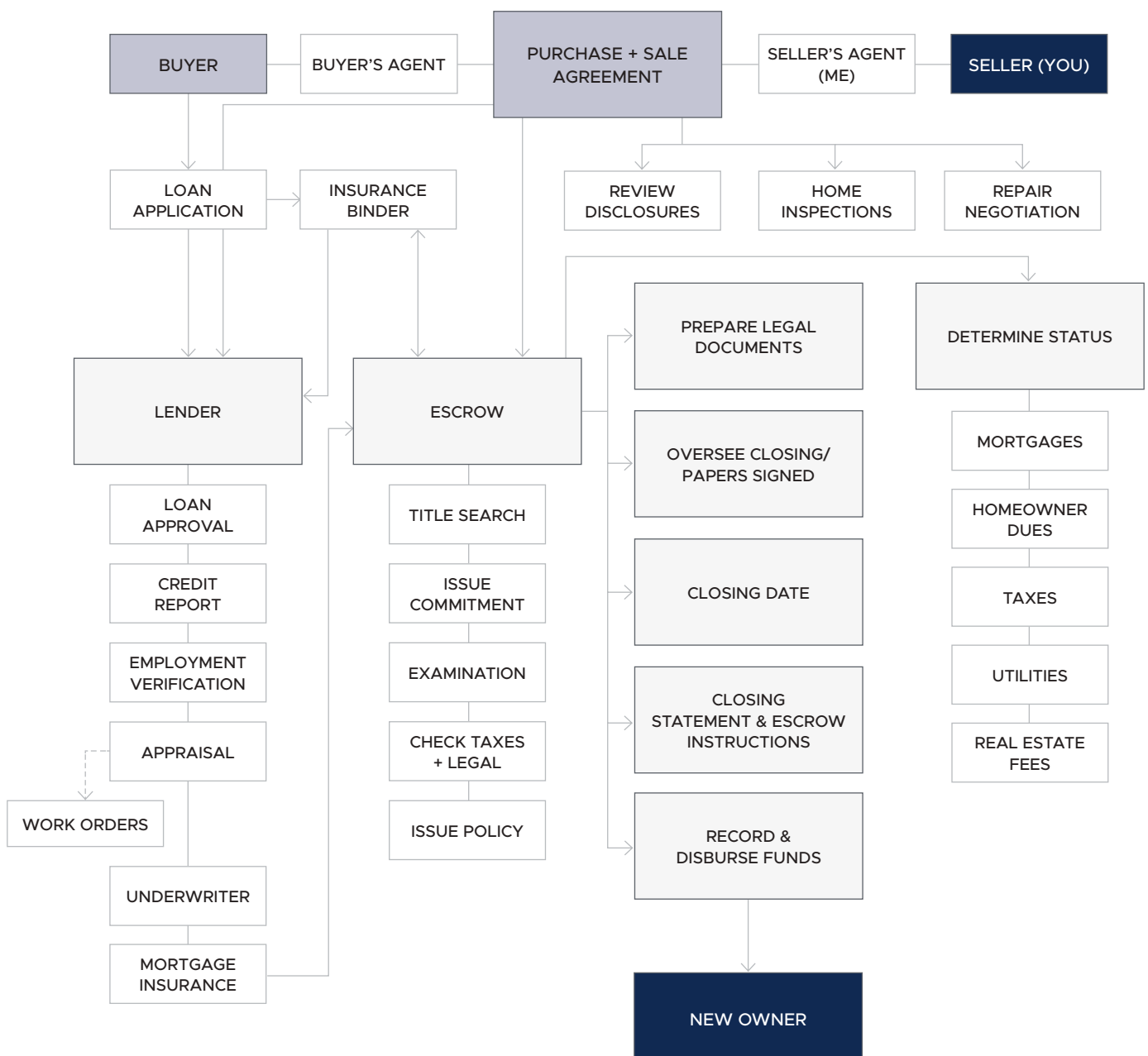
Agency disclosure form

Property disclosure form



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.



**Selling a home can be
an emotional journey.**

I want you to arrive happy.



All in, for you.

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

Real estate services fee (according to contract)

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

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

Real estate services fee (according to contract)

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

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 sold, used to help determine pricing strategy for a home

DEED a legal document that formally conveys ownership of a property from the seller to the next owner

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 offer terms and enter into a binding contract

BROKERAGE SERVICES AND BROKER COMPENSATION

When we work together to sell your home, I'll follow Washington agency law* by presenting a listing agreement — or a Seller Brokerage Services Agreement — that we both will sign. This agreement spells out the terms and duration of our agency relationship, as well as the specifics of compensation for real estate services.

**RCW 18.86 "Real Estate Brokerage Relationships"*

Moving tips

6-8 WEEKS BEFORE MOVING

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

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

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

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

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

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

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

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

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.

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

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

Begin packing nonessential items.

Arrange for storage, if needed.

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

Get car license, registration and insurance in order.

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

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

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

Collect items from safe-deposit box if changing banks.

2-3 DAYS BEFORE MOVING

Clean out your refrigerator and freezer.

Have movers pack your belongings.

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

Arrange payment for the moving company.

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

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

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

Moving essentials

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.

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

Let the mover know how to reach you.

MOVING DAY: NEW HOME

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

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

Install new locks.

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

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

Examine your goods for damage.

Why Windermere

To me, the choice to affiliate my business with Windermere is a no-brainer. We have the largest regional network with the best real estate minds. We also have local owners focused on our local communities and not on growing a giant national footprint or pleasing distant shareholders.

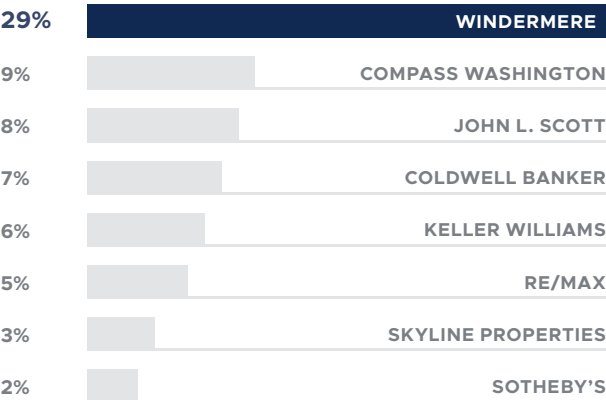
\$15B

WINDERMERE'S ANNUAL
PROPERTY SALES IN
KING COUNTY BY \$ VOLUME

3X

HIGHER \$ VOLUME OF
LISTINGS SOLD BY WINDERMERE
THAN BY THE #2 FIRM

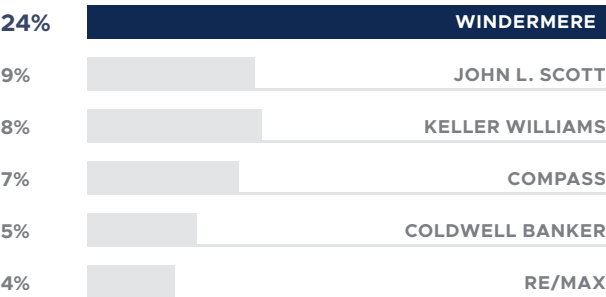
SELLERS REPRESENTED BY WINDERMERE ARE MORE LIKELY TO RECEIVE MULTIPLE OFFERS*



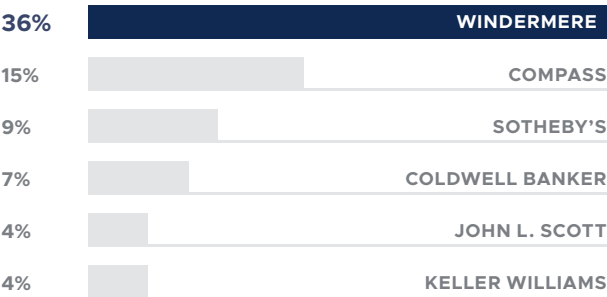
Windermere sellers increase their odds of receiving multiple offers and maximizing their sale price because:

- We understand which home improvements and preparation strategies will make each home stand above its competition.
- We enhance the buyer experience by utilizing stunning photography and staging and by offering a seller-provided inspection report.
- Knowing that Windermere listings are market ready, priced accurately, aptly compensated and professionally represented, other brokers in our region know to bring their strongest offers.

WINDERMERE IS PERENNIALY #1 IN SALES OF SINGLE-FAMILY HOMES & CONDOMINIUMS**

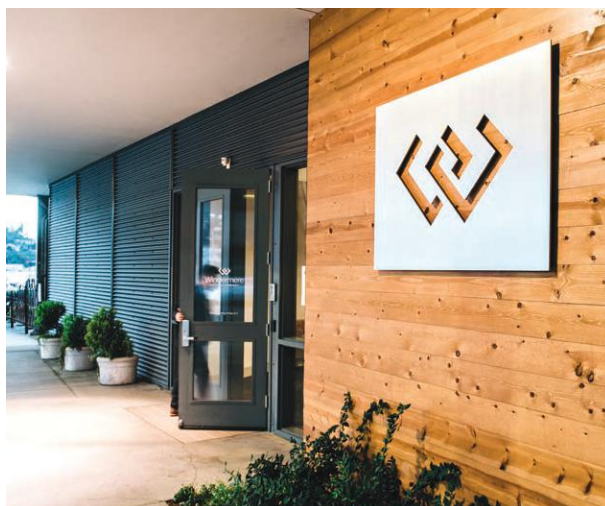


WINDERMERE LEADS THE MARKET IN LISTING LUXURY HOMES***



*Multiple offers are factored based on home sales that close above list price. Market share data reflects sales of Seattle and Eastside single-family homes over a recent 12-month period. Information gathered from but not verified by NWMLS. **Source: Trendgraphix. Data reflects unit sales of King County single-family homes and condominiums over a recent 12-month period. ***Source: Trendgraphix. Data reflects unit sales of King County single-family homes sold for \$2.5M and above over a recent 12-month period.

Giving back, together



YOUR HOME SALE FURTHERS THE IMPORTANT WORK OF THE WINDERMERE FOUNDATION

When your property sale closes, I'll donate a portion of my 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

500+

ORGANIZATIONS SUPPORTED

1,000s

OF LIVES CHANGED

“

To achieve great things that the world will never forget, start out by accomplishing small things that the world will never see.”

THE GO GIVER

“

Jan is fabulous! We
recommend her
wholeheartedly to anyone
looking to buy or sell.

– A Satisfied Client

What my clients are saying

“We worked with Jan in our home search and are incredibly grateful for all the help, insights and follow ups she did in order for us to buy a home that is right for us. We would gladly recommend Jan to anyone in the housing market. Jan was patient for over 1 year, toured multiple homes with us or by herself and gave us clear signals on whether a home was even worth pursuing. She always maintained that the right home for us is out there and we needed to keep looking. Jan provided a thorough and comprehensive research on the homes we visited and helped us weigh pros and cons, helped us not make an expensive mistake.

Losing a parent is emotional. The process of selling that parent's home could be overwhelming — but not with Jan Selvar by your side. Jan is extraordinarily professional, responsive, prepared, and organized. She immediately recognized the personal transition I was trying to navigate. Jan was compassionate and respectful of the emotions.

Jan was patient, knowledgeable, and refused to let us settle on any home but rather helped us find a really good home that will last our family for a long time. She knows Seattle inside and out and was able to help guide and direct us into places that fit our budget and our family's needs. She helped walk us through the craziness of all the bidding and unknowns of this market, and we are so thankful.

Jan is so great to work with! When we were transferred to the Seattle area Jan helped educate us about the different neighborhoods; and helped us determine which ones would be a good fit for not only our family but for my husband's commute to work. She is so knowledgeable about the various neighbors around town, as well as the Seattle housing market in general.

Jan helped us purchase our first house in Seattle. With them you get a total package of expertise, efficiency and knowledge. Everything moves very smoothly every step of the way from viewing, putting in an offer, advising on the inspection report and completing the sale.

Her knowledge of the Seattle real estate scene, including fellow realtors, comparable homes (on and off market), local market considerations, and top notch inspectors, helped us find the right home and complete a purchase at a good price that was well negotiated and with no surprises or hiccups.

This is the third time we have used Jan for a real estate transaction — 2 sales and a purchase. Jan is the consummate professional.

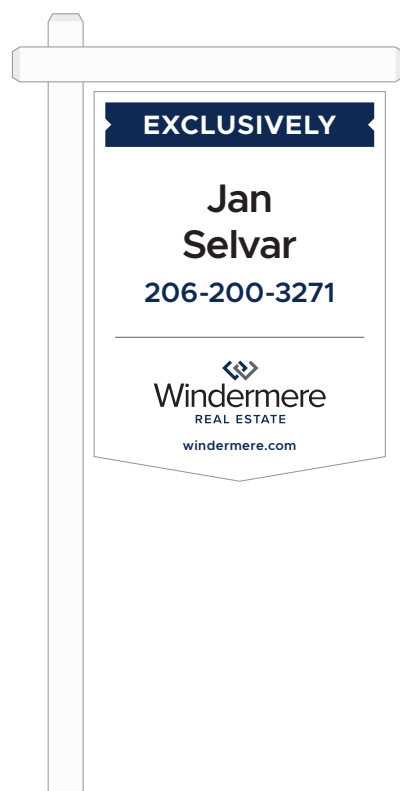
– A Repeat Customer



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.



**Your house has
a particular value.**

My value is maximizing it.



All in, for you.



SELVAR & THE CITY

JAN SELVAR / MANAGING BROKER

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