

FROM SHOWINGS TO CLOSING

A HOME BUYER'S GUIDE

placeportland.com



EVERYTHING YOU NEED TO KNOW TO SUCCESSFULLY
FIND AND PURCHASE YOUR HOME.



HELLO

We are the Place Real Estate Team. If you're reading this, you're probably considering buying a home and we're excited at the possibility of working together. We know that there are many factors that go into deciding *where to buy, what to buy, and possibly the most crucial of all...who to have help you*. Our desire is to keep you as informed, educated, and ready for each step of the buying journey as possible.

This guidebook will give you the steps to help you find the **BEST** house for you with the **MOST** support and information and the **LEAST** amount of stress.

When it comes time to pack up your life, move houses, and begin a new chapter, it's understandable to feel apprehensive at first. That's where we come in. To take some of that heavy lifting off your shoulders. You can rest assured that we will use our processes and industry expertise to create a plan for you to hit your goals together. We're looking forward to this journey with you!

-Amy + Ben

BY THE NUMBERS

ABOUT US

We are a team of Real Estate Agents who at our core believe in helping people find their place. Our simple goals is to help our clients build long term wealth through Real Estate while creating a seamless, personalized experience along the way.



AMY WALSH- DROUKAS

Principal Broker Licensed in Oregon, Broker Licensed in Washington

I work with first-time homebuyers, seasoned investors, and luxury clients alike, guiding each client with care, clarity, and strategy every step of the way. I'm deeply passionate about homeownership and the opportunities it creates. I proudly serve on the Board of Directors for both the State of Oregon and the Portland Metropolitan Association of Realtors, and I'm actively involved with organizations that strengthen our communities. I'm a Homes for Heroes designated agent and a member of the Realtor Committee for the Portland Housing Center. Whether you're buying, selling, or investing, I would be honored to help you build your next chapter through real estate.



BEN DROUKAS

Principal Broker Licensed in Oregon, Broker Licensed in Washington

A native Oregonian, Ben began his real estate career in 2004 and has since helped clients successfully buy and sell over 3,000 homes. Widely respected by his peers, he is recognized as one of the region's top real estate experts for his market knowledge, negotiation skills, and steady leadership. Ben is a Broker with Compass in Washington and a Principal Broker with Windermere Realty Trust in Oregon. He served as the Sales and Marketing Director for one of Oregon's largest homebuilders, giving him a deep understanding of construction, investment, and market trends. He is also a trusted mentor within the industry, having coached and led several of the area's top-performing real estate teams. Outside of work, Ben is a proud Oregon State Beavers fan and enjoys spending time with his wife, their three kids, and two dogs.

1%

WE ARE IN THE TOP 1% OF REAL ESTATE AGENTS
NATIONWIDE IN SALES ACCORDING TO THE NATIONAL
ASSOCIATION OF REALTORS.

50%

THE AVERAGE NUMBER OF DAYS ON THE MARKET FOR A
PLACE PORTLAND LISTING IS ALMOST HALF THAT OF THE
REGULAR MARKET

4000+

COMBINED NUMBER OF HOMES SOLD

LOCATIONS WE SERVE

Portland Metro

Portland, Lake Oswego, West Linn, Oregon City, Tigard, Tualatin, Beaverton, Hillsboro, Gresham, Troutdale, Happy Valley, Mt. Hood, Milwaukie, Wilsonville

Willamette Valley

Salem, McMinnville, Newberg, Sherwood, Silverton, Woodburn, Dundee

Southwest Washington

Vancouver, Battle Ground, Ridgefield, Camas, Washougal

HOMES FOR HEROES

We are proud to be designated Homes for Heroes® agents — a distinction that means so much to us, both professionally and personally.

Homes for Heroes was founded in 2002 with a simple but powerful mission: to say “thank you” to the people who serve and protect our communities by helping them save meaningful money when buying or selling a home. Firefighters, EMS professionals, law enforcement officers, military members and veterans, healthcare workers, and teachers — if you serve (or have served) in one of these roles, you qualify.

This program is our way of giving back to those who give so much.

Here's how it works: when you buy or sell a home with us, we give a portion of our commission back to you at closing — whether you're purchasing, selling, or both. It's a tangible thank-you, designed to make homeownership more attainable and rewarding for the heroes who make our communities stronger every day.

What makes Homes for Heroes especially meaningful is the people behind it. Many of the agents and lenders involved have served in these hero professions themselves, or have close family and friends who have. They understand the unique challenges heroes face and are deeply invested in supporting the communities they serve. Having advocates like that in your corner truly matters.

Beyond the individual give-back, a portion of every transaction also supports the Homes for Heroes Foundation, which provides assistance to heroes in times of immediate need and funds community-based initiatives. Since its inception, more than 75,000 heroes have been served, with an average give-back of \$3,000 per transaction — real impact, real gratitude, real change.

It's an honor to serve those who serve us.

EXPERIENCE

Featured Agents in Portland Monthly Magazine

Zillow Premier Agents

Licensed for combined 40+ years

HOW DOES A “TEAM” WORK?

When it comes to buying or selling a property, having a real estate team on your side is a game-changer. Not only will someone always be available to take calls and show properties, but we'll also bring a wealth of diversity, experience and expertise to the table. Often times, getting our clients top dollar for their home is done by leveraging our combined skillsets. While we personalize our marketing approach, we systemize our approach to paperwork.

COMMUNICATION

You will always have 1 agent that is your main point of contact. The team will act as a support for you and that agent. We are available by phone/text/email every day of the week from 8am-8pm in most cases. You can expect regular phone calls and texts plus weekly statistic backed updates with our trademark tell it like it is honesty & creative problem solving to help achieve your goals.



EXPERIENCE YOU CAN EXPECT

Our number one priority and commitment to you is to provide you with the best real estate experience possible. That includes feeling like we are your advocate. Our expectation of ourselves is that we will earn a 5 star review, everytime.



REFERRALS ARE THE FOUNDATION OF OUR BUSINESS

The vast majority of our new clients are referrals from current and past clients. Working by referral gives us the opportunity to help incredible people who've come to us because someone they trust mentioned our name. We take it as the highest compliment every time a client refers a friend, family member, coworker, or acquaintance. We ask for referrals so we can continue to work with amazing people, though our mission is to provide such great service that our clients are compelled to mention our name when the conversation turns to real estate. We promise to take great care of you and every referral you send our way.

Our priority is to provide the highest level of service, one that goes beyond a single sale. As we see it, our first transaction together is only the beginning of our relationship. We make it a top priority to be an essential resource for our current and past clients. Our dedication, experience, knowledge, and network allow us to help my clients with whatever they need, whenever they need it.

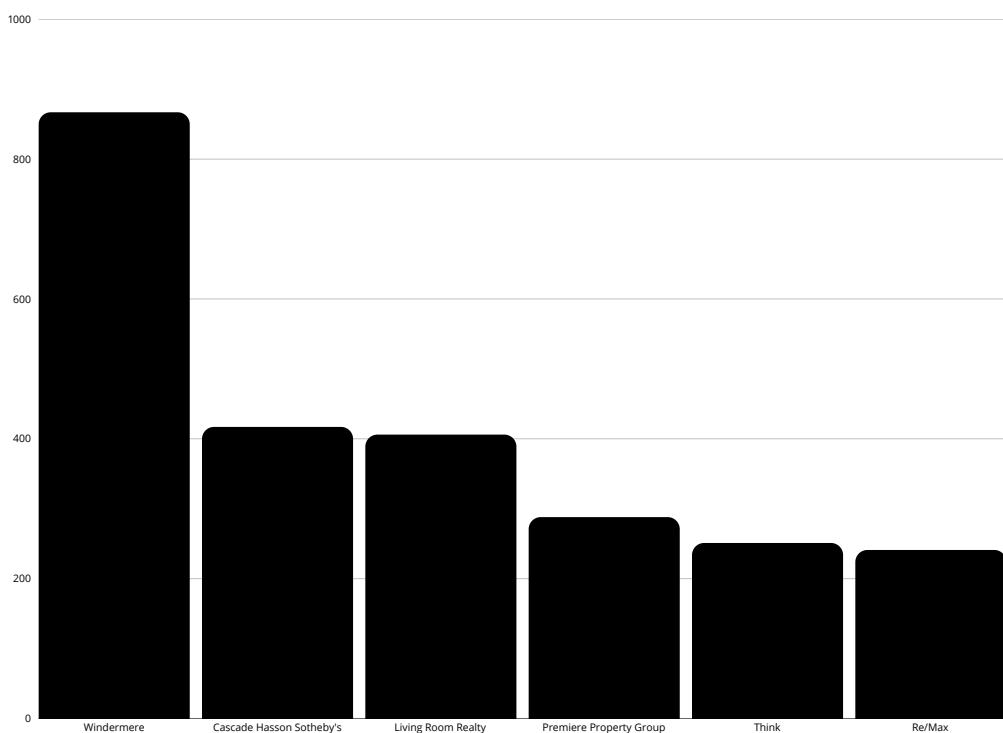
OUR OREGON BROKERAGE



Windermere is one of the largest real estate companies in the nation, with more than 300 offices and 7,000+ agents throughout the Western U.S. and Mexico with a goal to put relationships before sales quotas with an emphasis on service to our clients and our community.

While the real estate industry has changed substantially over the years, our core values of relationships, community, collaboration, and professionalism have remained central to how we do business, and will continue to do so for years to come.

2024 PORTLAND HOME SALES BY TOP BROKERAGES HOMES SALES \$500,000 AND ABOVE



OUR WASHINGTON BROKERAGE

**GUIDING YOU HOME WITH THE COMPASS ADVANTAGE-
INVESTING BILLIONS IN TECH TO SELL YOUR HOME**

At Compass, the technology of the future is already shaping real estate today. We've invested over \$1 billion in our technology platform to help agents make buying or selling a home easier for you. This includes Compass One, an all-in-one client dashboard that enhances transparency and keeps you connected with your agent at every step of your journey.

A MARKETING STRATEGY FOR EVERY HOME

As part of Compass, I have access to a dedicated in-house marketing and design agency of over 300 experts nationwide, making it more effective than ever before to reach your buyer how, when, and where it counts most.

A 33K+ NETWORK OF TOP AGENTS NATIONWIDE

A network that arms us with privileged access to the homes you've been waiting to find and the prospects ready to buy.

**\$216.8B
2024 GROSS
TRANSACTION
VALUE**

#1

**RESIDENTIAL
REAL ESTATE
BROKERAGE IN
THE UNITED
STATES**



GET AN AGENT THAT KNOWS THE MARKET.

6 factors that determine current market value.



LOCATION.

Location is the single greatest factor affecting value. Neighborhood desirability is fundamental to a property's fair market value.

COMPETITION

A well priced home in good condition will get lots attention. Be ready in advance to have the best opportunity to beat out the competition and make your offer stand out.

TIMING.

The amount of homes on the market in the fall and winter are traditionally lower, while the amount of buyers looking are traditionally higher in the spring and summer, so there are pros and cons to every season.

CONDITION

Property condition affects price and speed of sale. If a house is cute and move in ready, it will likely have a lot of interest from buyers. If you can envision a space that may need some work, you may be able to gain "sweat equity".

TERMS

You can also strengthen your offer in several ways besides price. A few options are: limiting the inspection scope, offering an appraisal short fall, or closing quickly.

PRICE

You may need to be prepared to offer above list price in a competitive market. We will provide comparable sales data and help you determine the best price for each home.

THINKING THROUGH THE TIMELINE

OPTIONS WHEN BUYING + SELLING AT THE SAME TIME

70% of Buyers also have a home they need to sell. Figuring out how that all works together is oftentimes the greatest obstacle to overcome in the buying process. Here are a few options of how we can coordinate it to work together:

THE DETAILS...

01

BUY BEFORE YOU SELL. We get it. This is our clients #1 choice. I mean, who wants to sell their house before they find an ideal replacement? We'll make this plan work if we can but it comes with some difficulty. Here are your options: 1. You have a good amount of equity in your house and find a bank that will offer you a bridge loan to temporarily let you own 2 houses. 2. You qualify for both mortgages at once and have enough savings for the new downpayment as well. (You'll be able to pay down a chunk once your current house sells).

02

SELL BEFORE YOU BUY. This option is the most secure for you. You will know exactly how much you're netting from the sale of your house before you go out and shop for a new one. Once you accept an offer on your current home, that closing will likely take around 30 days to complete. You can then "rent back" your house from the new buyers for up to 59 additional days while you're still shopping for a replacement.

03

DON'T SELL- KEEP YOUR HOUSE AND RENT IT. This option is likely the most strategic if your goal is to build wealth through owning Real Estate. This can work out even better if you secure a lease before buying your new home and your current mortgage wouldn't be factored into your new debt to income ratio.

OUR 7 STEP BUYING PROCESS



Our goal is simple. To help you find the **BEST** house that will help you achieve your goals with the **LEAST** amount of stress.

The traditional Real Estate purchase process often falls short in preparing you for all of the decisions you're going to have to make.

What we do differently.

We know the Real Estate industry can have some archaic practices so we've done some really deep diving in our strategies to try to make a difference. We believe in learning from every single experience and constantly re-evaluating our plans. Through that, we've developed our systems to ensure we're the **BEST** choice for you when looking to purchase a new home..

1. DETERMINING WHAT YOU WANT IN A HOME

BUILDING A STRATEGIC PLAN

This is where we sit down and make a plan together. As your agent, we'll ask you questions about your goals for buying to make sure we're on the same page and address any concerns you may have related to the process.

We know that buying a house is a vulnerable time in your life. It often comes in conjunction with other major life events like marriage, divorce, death, or new jobs. We often start talking to people when they're months away from buying because there is often a timeline that could lead to better results.

Full Service.

When time is of the essence and we're up against a deadline, we've been known to replace a faucet on a Sunday night, clean up debris from a wind storm and whatever else your transaction needs to get across the finish line.



OUR STRATEGIC PLAN WILL INCLUDE:

- A thought through and realistic list of what you're looking for in a house.
- A comprehensive idea of what the finances that go into it will be.
- A plan for when and how to find the right houses to look at.
- An estimated timeline based on what you're trying to accomplish.
- A list of lenders for you to talk to in case you need a recommendation.

2. FIGURING OUT FINANCING



You will meet with your mortgage broker to discuss your financial situation and get their assessment of how large of a mortgage you could qualify for. They can show you what your monthly payment would be under different mortgage and purchase price scenarios. The goal is for you to know how much you can spend on your house and how much you are comfortable spending. This will give you a price range as you start your search. Once you are pre-approved up to a certain purchase price, you can start seriously looking for houses.

As a part of your pre-approval, your mortgage broker will send you a Good Faith Estimate, a standard form showing their best estimate of the total upfront fees associated with your mortgage, your interest rate, and your estimated monthly payments.

LENDERS WE KNOW AND TRUST:

MICHAEL LELAND/ERIN WALSH- MORTGAGE TRUST
(503)-735-5076
MICHAEL@MORTGAGE-TRUST.COM

DAVID CHURCHILL- GENERATIONS HOME LOANS
503-756-5121
DAVID.CHURCHILL@GENHL.COM

9 QUESTIONS TO ASK WHEN INTERVIEWING A LENDER

We suggest you interview at least 2 different lenders and compare their personalities, services, rates, and fees. A good lender can make the difference of you closing on your new house or not. Here are a few questions for you to ask during that interview:

1. What are things you can do to help our offers on homes be more competitive?
 - a. Are you able to close in 3 weeks or less?
 - b. Are you able to fully underwrite our loan file now?
 - c. Are you willing to talk with listing agents, to share with them the strength of our financial situation and offer (without disclosing any of our personal financial information)?
2. Are you and/or your team accessible in the evenings and weekends?
3. Are you a broker or a banker?
4. How do your rates compare with other lenders?
5. Which loan programs do you have access to, and how will you show us our options?
6. How do you track rates, to determine the best time for us to lock in the rate?
7. How will you follow up with us over the life of the mortgage, to ensure we always have the best loan, and are in the best financial position possible?
8. Once we build equity in our home, will you show us how to use that equity to improve our financial picture?
9. Can you introduce us to other financial professionals, to help us down a better financial path?



8 TIPS TO HAVE A SMOOTH CLOSING

1

CHOOSE A GOOD LENDER. One of the most complicated decisions you will likely make concerning your home mortgage will be which lender to choose. Work with one of our preferred lenders, with proven track records.

2

BE PROACTIVE, ESPECIALLY THE FIRST WEEK OF YOUR TRANSACTION. The lending and documentation preparation process takes time. The timeline for a smooth closing requires prompt action so being proactive in the first week of your transaction will help the process get off to a great start!

3

BE MINDFUL OF LARGE DEPOSITS. Your lender will need to know where any large non-payroll deposits came from so be sure to document them. If possible, put off all large deposits until after your loan has closed.

4

STEER CLEAR OF CREDIT INCREASES OR INQUIRIES. Lenders do a "soft credit pull" before funding to see if there are new inquiries or an increase in credit balances in your accounts. We advise you to avoid increases to your credit balances and put off opening any new debt until after your home purchase.

5

STATE YOUR GIFT FUNDS UP FRONT. If you will be receiving any funds from other people for your purchase, letting your lender know early in the process gives them time to prepare the proper documentation.

6

REMEMBER THAT THE DOWN PAYMENT SOURCE MUST MATCH WHAT YOU DISCLOSED. If the source account of your down payment changes, this will require your loan to go back through processing. Being as accurate as possible upfront will save time in the end.

7

LET US KNOW ABOUT YOUR TRAVEL PLANS. You will need to be present to send us requested documentation and to sign your final loan papers. It's recommended you put off travel during this timeframe. If you will be traveling please let us know as early as possible.

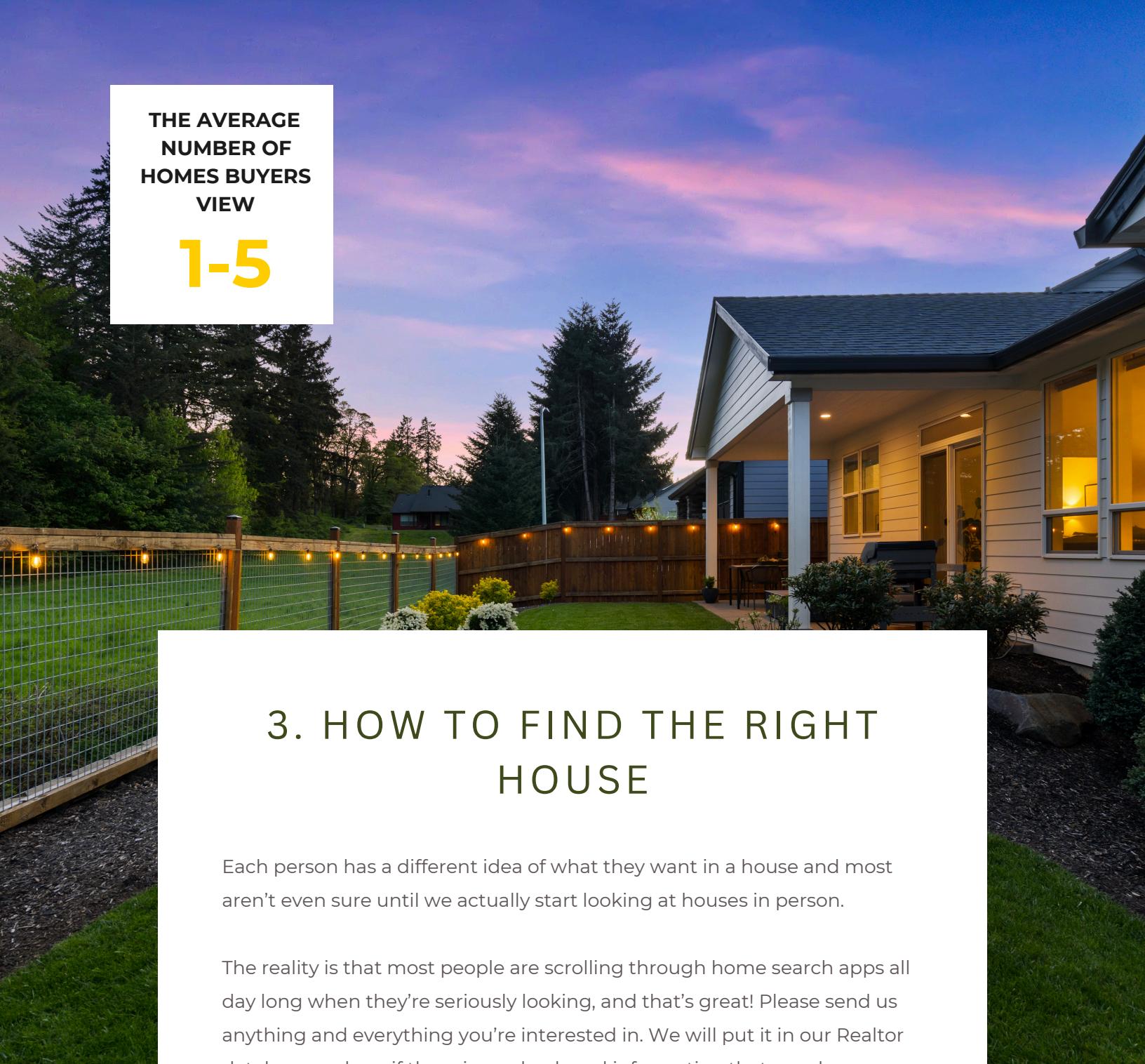
8

PROVIDE YOUR DOCUMENTS IN A TIMELY FASHION. If your lender requires any additional documents try to provide them in 24 hours to keep the ball rolling.



THE AVERAGE
NUMBER OF
HOMES BUYERS
VIEW

1-5



3. HOW TO FIND THE RIGHT HOUSE

Each person has a different idea of what they want in a house and most aren't even sure until we actually start looking at houses in person.

The reality is that most people are scrolling through home search apps all day long when they're seriously looking, and that's great! Please send us anything and everything you're interested in. We will put it in our Realtor database and see if there is any back end information that may be important about that specific house.

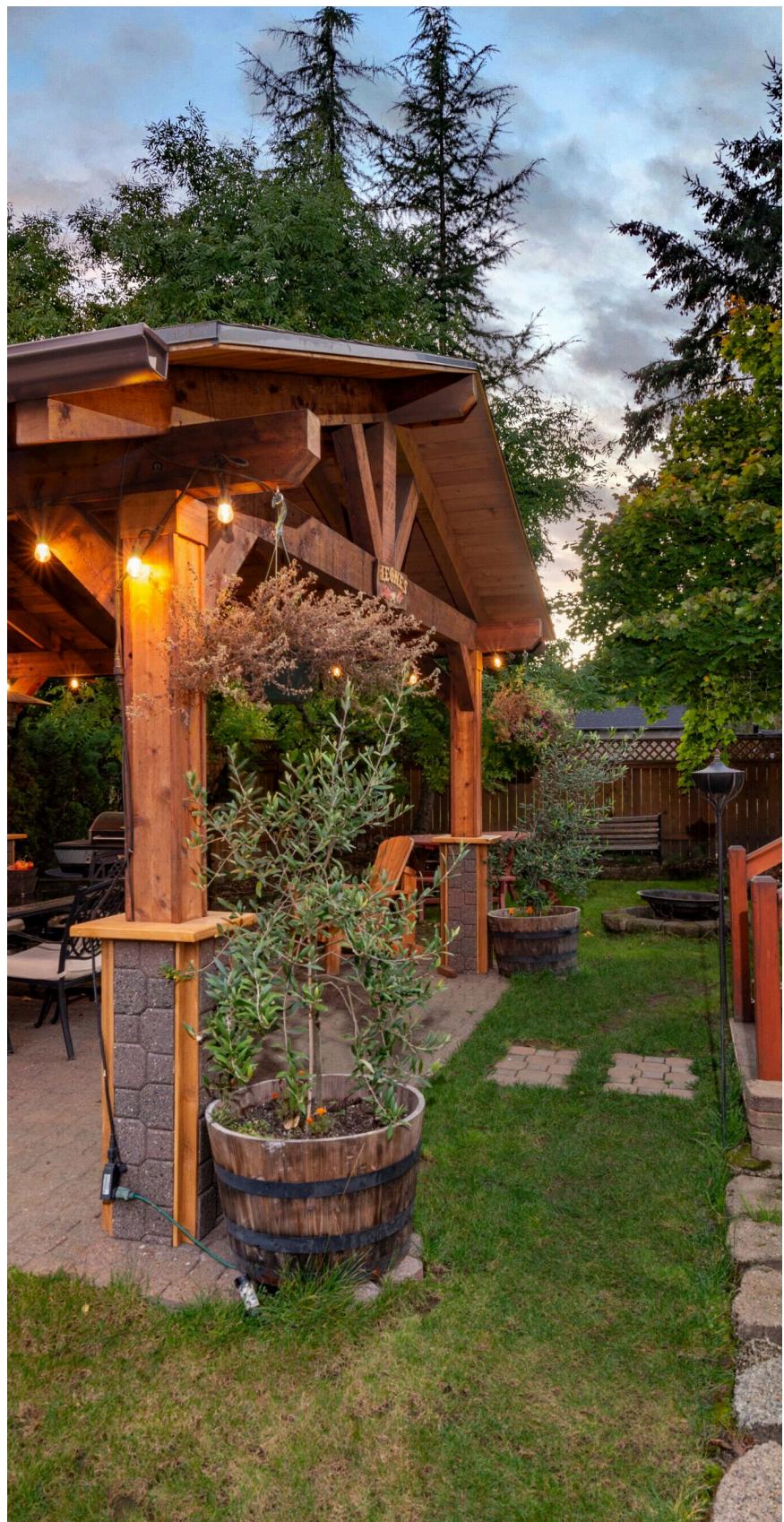
We will also take the time to search for houses for you based on the criteria we've set up. The most popular days for homes to come on the market are Wednesday's and Thursdays so you may want to keep that in mind when you're hoping something new will pop up.

FIVE FACTORS TO CONSIDER WHEN FINDING THE RIGHT HOME

HOW DOES IT HAPPEN?

There are many factors to consider when selecting a home that is right for you. Below are just a few that we suggest considering while you're in the searching process.

1. Scout the Neighborhood - It is important that you check out the neighborhood whether it's in person or online. Consider elements that may be important to you.
2. Talk to people who live there - Drive through the area at different times of the day, during the week and on weekends if you can. Check local crime and school statistics.
3. Look for things like access to major thoroughfares, highways, shopping, and traffic patterns around the area during different times of the day and consider how long the drive from the area to work is.
4. Listen for noise created by commerce, roads, railways, public areas, schools, etc. Smell the air for adjacent commerce or agriculture.
5. Find out if the neighborhood is near parks, churches, recreation centers, shopping, theaters, restaurants, public transportation, schools, etc., or if the neighborhood belongs to a Homeowner's Association.



WHEN YOU FIND A HOME YOU'RE INTERESTED IN, LET US KNOW AND WE WILL MAKE AN APPOINTMENT TO SHOW IT TO YOU.



Strategy matters.

We've followed Fortune 500 companies and implemented their modern sales techniques.

We believe that getting your offer accepted means that we have to take a proactive approach, not wait idly by. We've based all of our strategies on getting into the psychology of what motivates Sellers to choose your offer over the competition.

Experience matters.

We consistently sell 50+ homes per year so you can bet that we know what we're doing when we give advice on how to structure your offer, when to give and take in negotiations, and potential pitfalls could come up.

Relationships matter.

There are a lot of serious and personal discussions that happen in Real Estate. You want to know that we will go above and beyond to make sure that whatever offer you're signing works best for your needs. If you don't have an advocate looking out for the details that matter in coordinating your move, you could have some major headaches on your hands.

4. GETTING YOUR OFFER ACCEPTED



Once you find a house you want to buy, we will advise you on different ways to structure the offer to make it as attractive as possible. We have all of the necessary paperwork and can explain everything to you so that you fully understand what you sign. Once we submit the offer, one of three things can happen:

- (1) Rejection—the seller rejects your offer.
- (2) Counter-offer—the seller rejects your offer but makes a counter-offer back. This counter-offer changes some terms of the original offer, and you decide whether to accept this new offer or send back your own new proposal.
- (3) Acceptance—the seller accepts your offer as-is. Congrats—you're in Escrow!

EARNEST MONEY

Once your offer gets accepted, your first step will be to deposit what's called 'Earnest Money' into the title company. It is a good faith deposit, usually in the amount of approximately 1% of the purchase price, that is money that you put in escrow to show that you are committed to buying the house.

Don't worry, it gets applied to your down payment in the end, so it is not additional cash you need to have on hand. In the event that you change your mind and want to cancel the purchase without reason, the seller may be entitled to keep this money.





5. IN ESCROW: NAVIGATING THROUGH CONTINGENCIES

KEY PEOPLE IN YOUR TRANSACTION:

Your Real Estate Broker: Us!

Our Director of Client Services: The amazing Margo Myers

Escrow Officer: The escrow officer is a neutral third party who takes in all of the documents that are signed during the purchase process and ensures that the transaction follows what the buyer and seller agree to. They also keep track of the money exchanged.

Mortgage Broker Your mortgage broker will assess your financial situation and advise you on your options for securing a loan for a new house. They should be knowledgeable about different mortgage options, and they should advise you on the best loan program for your situation. Once you find a house to buy, they will work on the many tasks that need to be accomplished in order to finalize the funding.

Insurance Agent Your insurance agent will find an insurance policy for the house. They will give you options for coverage and make sure that your coverage suits your needs.

Home Inspectors A typical home purchase involves several different home inspectors. The main home inspector will inspect the major systems and structure of the house, including the electrical, plumbing, foundation, roof, etc. Specialized inspectors may also be used to inspect the sewer line, ensure there is not an underground oil tank, and to check the radon levels of the house.

Appraiser The appraiser determines the market value of the house so that a bank or other financial institution will issue a mortgage on it.

TRANSACTION LANDMARKS

IMPORTANT INFORMATION TO KNOW:

In Real Estate, a "contingency" refers to a condition of the Sale Agreement that needs to occur in order for the transaction to keep moving forward. There are many contingencies you can choose to include in your offer. Our job is to keep you apprised of all details, deadlines, and be your advocate in negotiations.

SELLERS PROPERTY DISCLOSURE CONTINGENCY

In most cases, the seller is required to complete Property Disclosures, which are standard documents where they will disclose known defects or other issues with the property. In most cases, you will have 5 days to review their answers.

FINANCING CONTINGENCY

Many contracts are contingent upon your ability to secure a loan with your lender. We'll do our due diligence by making sure your lender has gone over the right information with you and verified as much as they can before you write an offer about to avoid any potential pitfalls.

APPRAISAL CONTINGENCY

If you're getting a loan, your lender will order an appraisal to be conducted by a professional neutral appraiser. They will come out to assess the house to ensure you're paying fair market value for the home. If the appraised value comes in less than the agreed sales price, then you may choose to renegotiate to find a solution that works for all parties.

TITLE REPORT CONTINGENCY

Your escrow officer will conduct what's called a Title search to make sure there are no reasons a new Buyer couldn't take clear ownership of the house. If there are any liens or fees owed they will be paid off from the Seller's proceeds of the sale. This will also reveal if there are any restrictive covenants you should know about the property before buying it.

6. INSPECTIONS + REPAIR NEGOTIATIONS

99% of Buyers will elect to have an inspection.

The first portion of your transaction is called the 'inspection contingency' and is generally 10 business days long unless negotiated otherwise. This period of time is for you to do your due diligence and try to find out as much about the home as possible. Our skills and experience will help guide you through tough situations like repair negotiations which can save you thousands of dollars in the inspection contingency.

The actual inspection will take about 3 hours. You don't have to be present for it, but you are welcome to be. We do suggest you show up for the last half if you can. We have inspection companies that we use very frequently and trust to do a good job but you are more than welcome to research on your own and choose them.

Here is a synopsis of the 4 inspections we recommend and how much they generally cost:

General Home Inspection- \$500-\$600

Radon- \$100-\$175

Sewer Scope- \$100-\$175

Oil Tank Sweep- \$100-\$175



7. closing + CELEBRATION!

FUNDS ARE SENT

A day or two before closing, the title company will send you a Settlement Statement showing what the final amount of money you need to wire or bring a check to the title company for. This will include all fees, closing costs, and your down payment.

SIGNING + RECORDING

Once all of the documents are ready, you and the Seller(s) will have separate appointments at the title company (or remotely) to sign the final closing documents. Once all documents are signed and the mortgage company funds the buyer's loan, the title company will notify the county to record the sale and it's officially transferred.

POSSESSION TRANSFER

Generally speaking, the house officially belongs to the you at 5pm on the date of closing which is when we will deliver you the keys! If possession of the house was also negotiated for that day, you will get to move in right away. The seller is supposed to leave the house broom clean and free from ALL belongings including trash, excessive yard debris etc.

WELCOME TO THE CLUB

Our goal is to earn the right to be your Realtor for LIFE and build continued trust for years to come. We're never more than a phone call away when you need a contractor recommendation or are unsure of what to do when you get a notice in the mail. Plus, we have fun yearly client events! What more could you ask for?!

the TIMELINE

SEARCHING

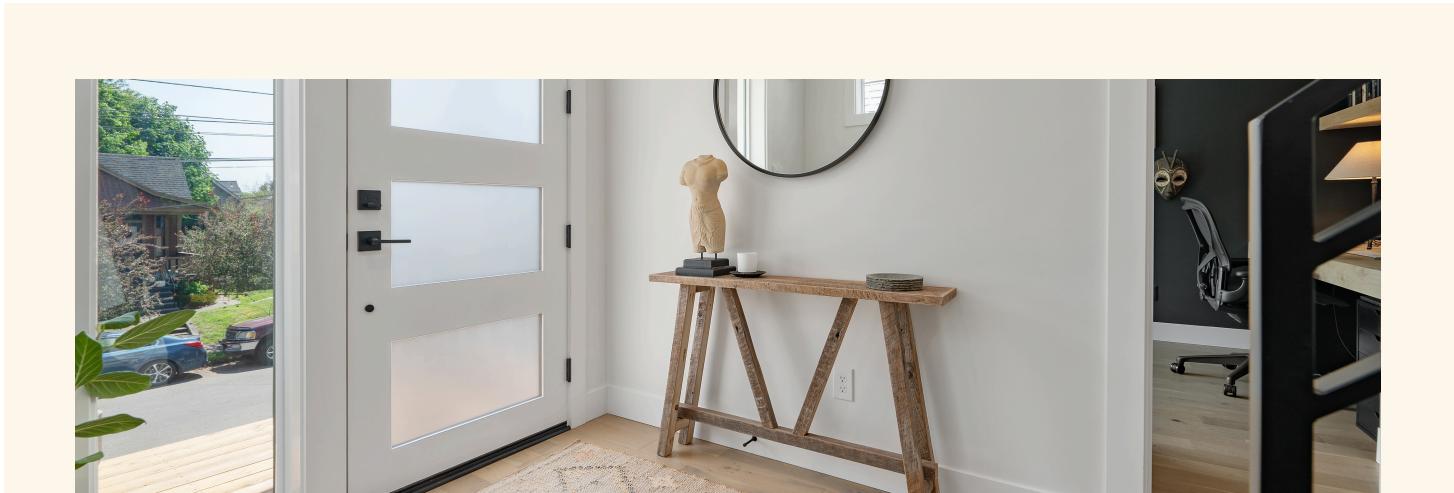
1 week - 3 months typically. This is where strategizing, touring, and writing offers.

ESCROW

14 - 30 days typically. This is where we will be doing their due diligence and completing your loan. After this time, the deal is solidified and the house becomes yours!

POSSESSION

1-59 days. If the Seller negotiated to stay in the house post closing while they move to their new house, you will still own the house and technically “rent it back” to them. Your new mortgage will start and they will typically pay you for this time.



READ SOME OF OUR

CLIENT TESTIMONIALS

"Amy and her team are very professional in their business conduct, friendly and easy to work with, smart in their analyses and suggestions, and have a shared goal-focus with clients. The firm brings expertise in the processes, including good negotiation skills that integrate market knowledge, openness to client perspectives, and honest communication. Their client services are timely and clearly communicated throughout the process. I never worried about how the relationship with the other party or their representatives were being managed by Amy. We are very pleased with the outcome of both buying and selling with The Place Portland. Recommended!"



DAVID.

"We had a fairly complex sell-buy transaction, on an inflexible deadline, and with several difficult personalities involved. Ben was in my corner every step of the way and was always unflappable no matter how absurd the situation was (and we encountered several!) or how difficult the personalities became. Ben has an impressive ability to salvage a deal that just keeps going sideways, or alternatively, to know when it can't be saved. Ben is a genuinely nice guy and remains a friend to my family, staying in touch and visiting, and even helping with a real-estate related project for local school kids. Thank you Ben, and I look forward to working with you again in the future!"



ALLISON.

"It can be hard to know where to begin when recommending Kristine and her team at Place. Kristine may be the most patient and kind human I've encountered to date. We looked at well over 50 homes together and her approach was measured, informed, and dedicated throughout. Kristine knows the market through and through but that's likely the least of her merits. She's a direct, honest communicator who genuinely cares about each and every person she works with. Together Kristine and I found the perfect home and the rest of the team (Amy, Margo) made the process a true pleasure."



KEVIN.

"Gosh! What can I say about these two wonderful super women!! They have helped me from the time I listed my house til it closed, through the stressful process of finding me a new home to move into with such a short closing time frame. I couldn't have done it without Amy and Kristine. Every step of the way they were there for me, answering my questions, reminding me of dates and to do list. Such a great team! Such customer service!!"



KEVIN.



Realtor.com



Zillow



Redfin



Facebook



Trulia



Yelp

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-The Place Portland Team

GET IN CONTACT

We're here to help.

The Place Real Estate Team
Principal Brokers Licensed in Oregon and Washington
Windermere Realty Trust + COMPASS

placeportland.com

Ben Droukas | ben@bbrepdx.com | 503-522-4645

Amy Walsh-Droukas | amy@place-re.com | 408-761-0036
