

FROM PRE-LISTING TO CLOSING

# A HOME SELLER'S GUIDE

placeportland.com



EVERYTHING YOU NEED TO KNOW TO SUCCESSFULLY  
LIST AND SELL YOUR HOME.



# HELLO

We are the Place Real Estate Team. If you're reading this, you're probably considering listing your home for sale and we're excited at the possibility of working together. We know that there are many factors that go into deciding *when* to list, *what* projects to do beforehand, and possibly the most crucial of all...*who* to list with. Our desire is to keep you as informed, educated, and ready for each step of the selling journey as possible.

This guidebook will give you the steps to help you net the **MOST** money in the **SHORTEST** amount of time with 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

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# ABOUT US

We are a team of Real Estate Agents who at our core believe in helping people find their place. Our simple goal 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

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## 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

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# HOW DOES A “TEAM” WORK?

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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.

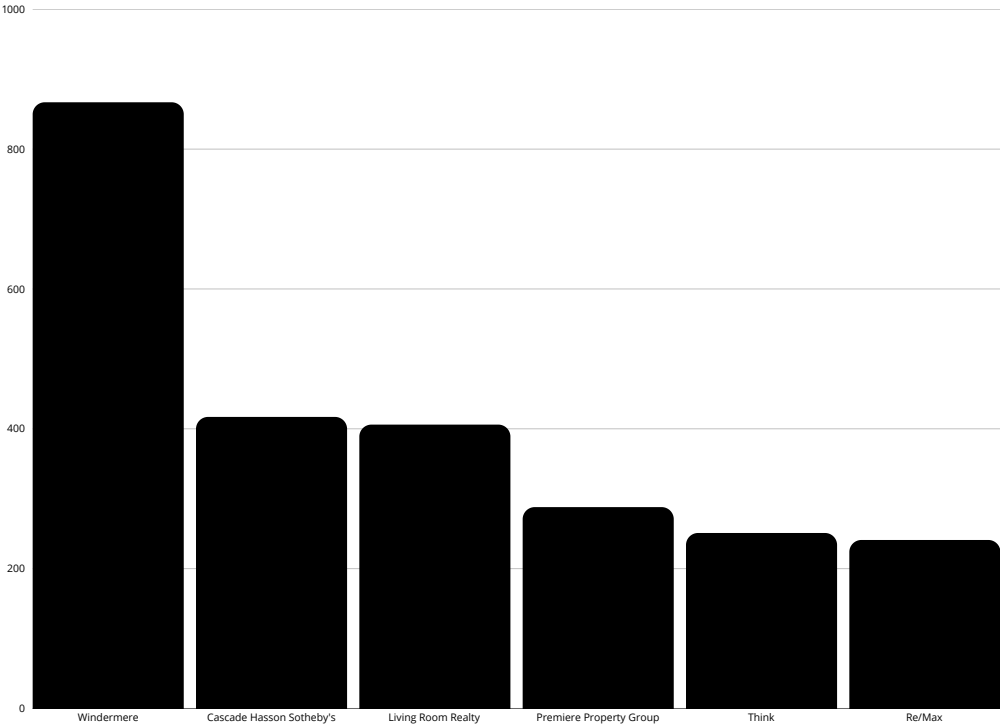
# OUR OREGON BROKERAGE



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**



# OUR 10 STEP PROCESS TO GET YOUR HOME SOLD



The traditional home sales process often falls short of what you truly need to get the best price for your home. Many agents will do 3 things: Put a sign in the yard, put it on the MLS, and pray that it sells.

## What we do differently.

We've done some deep diving to veer from those archaic real estate practice and studied fortune 500 companies and modern marketing agencies to come up with our sales process. Through that, we've developed our systems to ensure we're the best choice for you. Read more about those processes in the following pages.





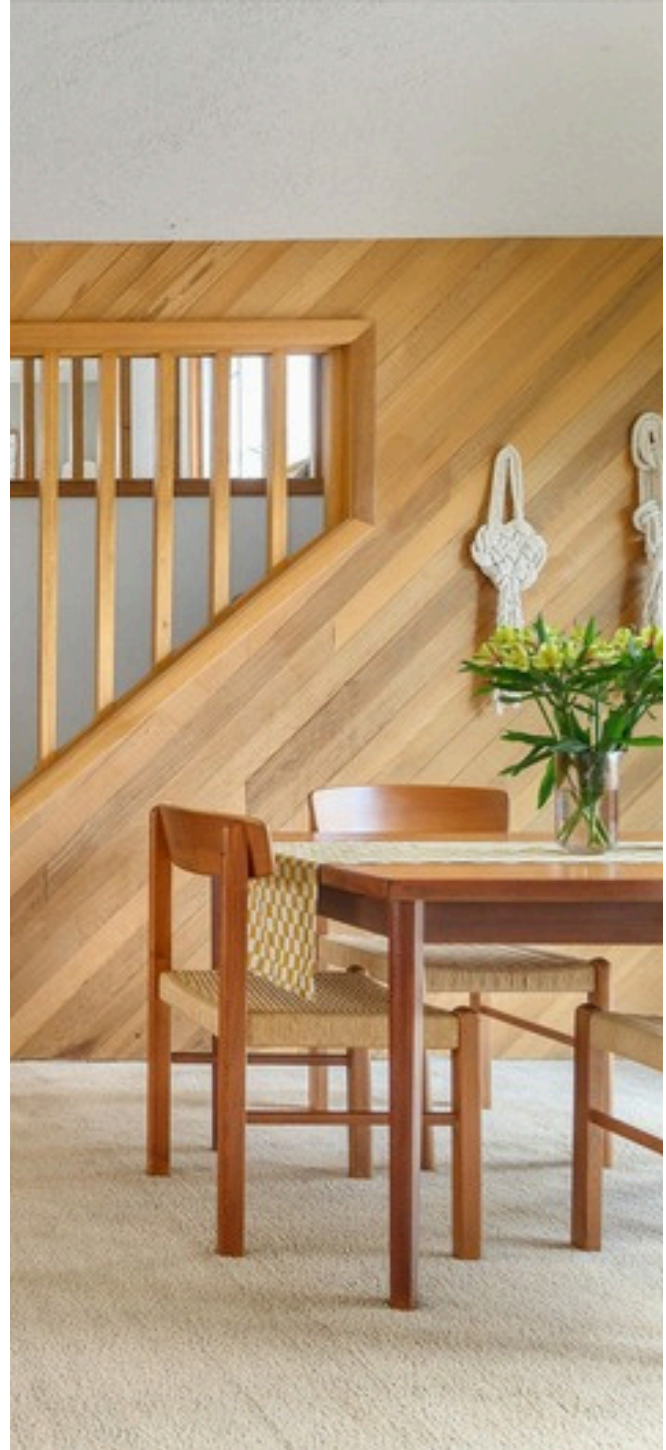
# STEP 1: FORM A STRATEGIC PLAN

In this information age, gone are the days of just taking photos of your house and posting it in the MLS to get your house sold. Having a dedicated Realtor that will sit down and help you form a strategic plan is a crucial step in getting your home sold.

When it comes to selling a property, you need someone to inform you of all your options, maximize your value, and listen to your goals. They should know why you love your house, and what drew you to it in the first place so they can factor that into their marketing strategy. Their priority should be hearing what YOU want out of this move and making *that* happen. Not just achieve another sale for their records.

**MOST OF OUR SELLER CLIENTS HAVE ONE CRITICAL QUESTION, "HOW CAN I GET THE MOST MONEY FOR MY HOME?"**

A good plan will include options of listing immediately or completing a few projects to optimize your profit.



# FACTORS TO CONSIDER IN YOUR STRATEGIC PLAN

We know that selling your 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. It's never too early to start planning with a Realtor—even if you're months away from selling. The sooner we're involved in the process, the more advice we can give so you don't waste your time, money, and energy on projects that won't give you the return you want. Here are a few tips to help you think through the entire process before it even begins.



## **EXPLORE YOUR MOTIVATION FOR SELLING.**

Make sure that you have completely thought through the process and are committed to the idea. Once you have accepted an offer from a buyer it is very difficult to go back!

## **KNOW WHERE YOU'RE GOING.**

Most people who sell, do so to buy another house. Put together a list of neighborhoods you think you would like to move to and drive by to get the feeling of what it would be like to make the change. Let us help you compare the price of your current house to the homes you are interested in. Weighing your options and understanding the market will ensure that you are not setting yourself up for disappointment.

## **CONSIDER STORAGE.**

Renting a Pod to temporarily store your items is an easy solution to getting your house ready. Less is more! The more room and mental space buyers have to explore, the larger the house feels and the less they are distracted. Place the focus on your house, not your possessions.

## **LOOK AT YOUR HOUSE AS A PRODUCT FOR SALE.**

This will help lessen the emotional tie of de-personalizing and de-cluttering. The ideal environment will make a buyer think "I can see myself living here," rather than "I wonder what kind of people live here." This process can be a challenge—don't be afraid to seek the professional expertise of a stager.

## **COMMUNICATE.**

Be open with us about your expectations and ideas in regard to marketing your home. We know that you know your house better than anyone! We appreciate your feedback and look forward to collaborating.

## **ASK YOURSELF THESE QUESTIONS.**

1. What is my ideal timeline?
2. What do I hope to net from this sale?
3. Will that net help me achieve my goals?
4. What concerns do I have about the process?

## THINKING THROUGH THE TIMELINE

# OPTIONS WHEN BUYING + SELLING AT THE SAME TIME

85% of Sellers are purchasing another house when they sell their current one. And figuring out how that all works together is oftentimes the greatest obstacle to overcome in the selling process. Here are a few options of how we can coordinate it to work together:

01

### **BUY BEFORE YOU SELL.**

Most often, this is our clients #1 choice. Most people want to find their perfect replacement home before committing to sell. And we understand why. We are happy to coordinate this, but it is not always the best option for you. Here are a few ways that can work: 1. You have a good amount of equity in your house and obtain a "bridge loan" to buy the new one. or 2. You qualify for both your current mortgage and a new one and have enough savings for the new down payment as well.

02

### **SELL BEFORE YOU BUY.**

This is the most secure option for a Seller. 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

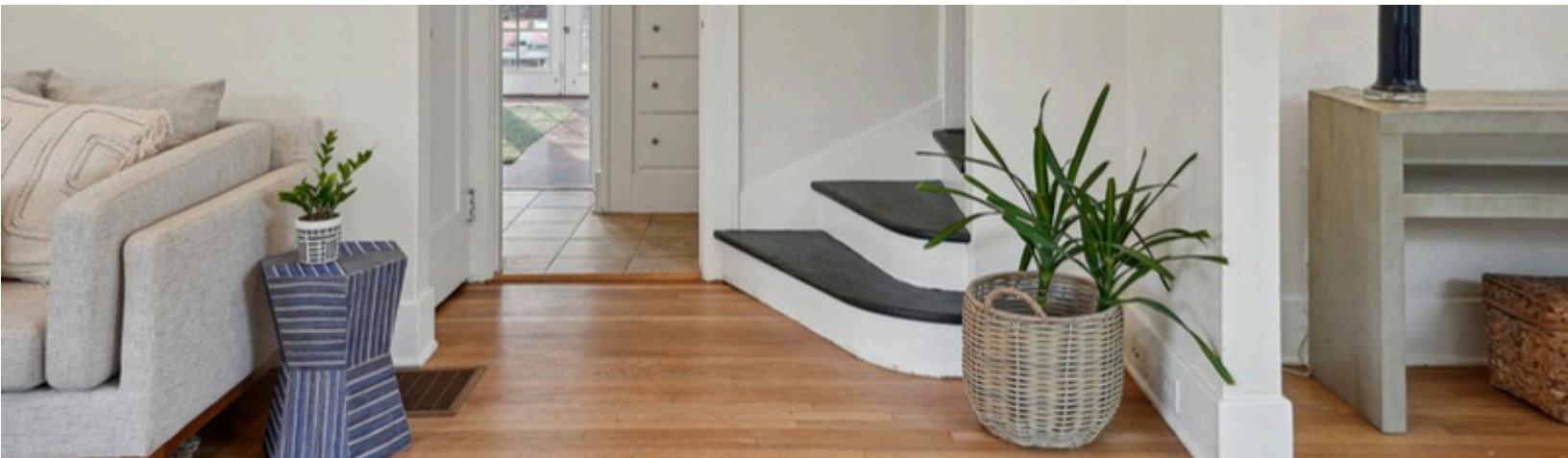
### **DON'T SELL- KEEP YOUR HOUSE AND RENT IT.**

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. You'll have to consult with your lender, but sometimes a portion of those proposed rents can help you qualify for your new loan.

# STEP 2: PREPARE YOUR HOUSE FOR MARKET

If your goal is to sell your house for top dollar, the next step is to implement what it's going to take to optimize that profit. You'll want to consider the time, money, and energy you have to invest into this process and weigh that against potential income.

*Properly preparing your house for sale can net you 3-10% more in it's final sales price.*



## **OUR PROJECT MANAGEMENT PROMISE.**

We know our clients have busy lives. Which is why we created what we call our "Hands Free Selling" program. At our very first meeting, we'll get to know you, your house, and form a list of projects we think you should consider completing to best position your house for selling.

Then, we'll propose 3 options.

1. A price we think a Buyer would pay if we listed the house tomorrow.
2. A price we think a Buyer would pay if we did a few minimal projects and
3. A price we think a Buyer would pay if we got your house looking it's best to maximize it's value.

If you choose options 2 or 3, we'll put together a list of projects we think will give you the best return on your investment. Then, we'll reach out to our extended list of contractors who do great work for a reasonable rate and solidify the project budget with you. That's when the magic happens. On average, completing listing projects only take about 1-3 weeks and your house completely listing-ready. Our "Hands Free Selling" program means exactly that. We'll plan and coordinate all the work that goes into getting your house ready for market. AT NO EXTRA COST to you.



Here are before and after pictures of a listing we recently sold. With our client's investment of \$10,000 and 3 weeks of project management by us, this listing sold in 4 days for \$130,000 more than our clients originally thought we could sell the house for.

## BEFORE



## AFTER





# STEP 3: CONSIDER STAGING



Do you really have to stage your home to get it sold? Of course not. But it helps exponentially. In fact, while it's not uncommon to get a 3-5x return on your staging investment, we've seen Sellers get up to 20x.

**We're so passionate about the power of staging, that we include it for FREE in all of our listings.**

Whether it's a full stage for vacant properties, partial stage for owner occupied properties, or a design consultation to optimize your current belongings, we have solutions for every situation.

**82%**

of Buyers said it was easier to visualize the property as their future home when it was staged.

**39%**

of Buyer's said it would positively impact what they would offer on a home if it was decorated similar to their taste

**41%**

of Buyer's said they were more willing walk through a home they saw online if it were staged.

**27%**

of Buyer's tend to overlook other property faults when they fall in love with a home.

# STEP 4: CONSIDER HAVING A PRE-LISTING HOME INSPECTION

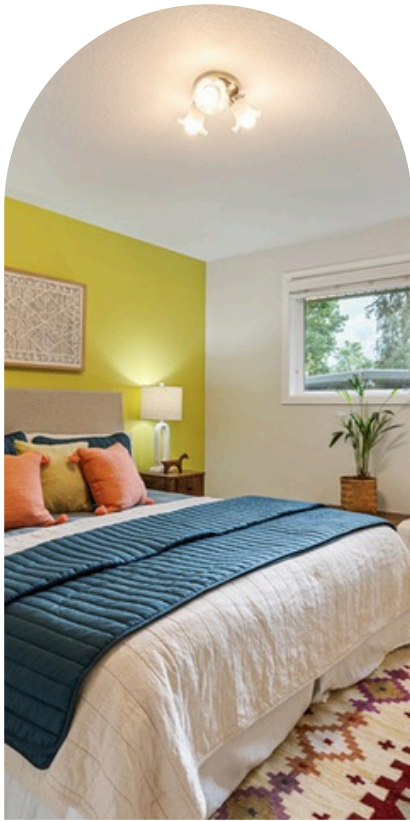
After you receive an offer on your home, 99% of Buyers will elect to have a home inspection performed and we don't want you to be caught off guard on what they find. No matter how well you know your home, a surprise repair under the time constraints of an inspection contingency can be an expensive lesson. Selling a home is never easy to begin with and worrying if the sale will fall through during escrow adds an unnecessary layer of anxiety to your life.

Choosing to do a pre-listing inspection is a proactive step that **puts you ahead of the curve and keeps you in the driver's seat.**

Here are a few more reasons why we think it's a good idea:

1. It gives you more knowledge about your home and an opportunity to do with it what you will. At the very least, you'll accept an offer with eyes wide open about the condition of your property.
2. It gives you the opportunity to make repairs or updates prior to putting it on the market. You'll be able to set your own schedule for repairs and best of all, you can choose your own contractors and shop around for the best company/rate.
3. It gives you the opportunity to reflect any deferred maintenance or surprise issues in your list price and plan accordingly.
4. It can decrease fear in the eyes of a buyer. Each buyer approaches homebuying differently, and as much as we may think a small issue could be fixed easily, a buyer may not agree and back out of a transaction.





## STEP 5: REVIEW MARKET CONDITIONS AND ESTABLISH A PRICE

You know what happens when you overprice your house? Nothing. Nothing happens. No showings get scheduled and no offers come in.

Pricing is the single most important strategy you'll employ when going to market and a science to get right. During your listing strategy meetings we'll make sure your goals align with current market conditions and make a plan together.

We will give you a detailed market report with data backed statistics and comparable sales. We strongly believe the best way for you to get the highest price on the market is to price your home at the value where we believe it will sell, not sit..

### **CALCULATING NET PROCEEDS:**

Your net proceeds, simply put, equal the sale price of your home minus any disbursements you make during the closing process. As your agent, we will go through these thoroughly before going to the market so you are confident in what is associated with closing.

Common costs are as follows:

Sale Price of home: \$ \_\_\_\_\_  
 Existing home loans: \$ \_\_\_\_\_  
 Other liens: \$ \_\_\_\_\_  
 Standard title insurance: \$ \_\_\_\_\_  
 Escrow fees: \$ \_\_\_\_\_  
 Brokerage/service fees: \$ \_\_\_\_\_  
 Proration of interest: \$ \_\_\_\_\_  
 Recording fees: \$ \_\_\_\_\_  
 Property taxes debit/credit: \$ \_\_\_\_\_  
 NET PROCEEDS = \$ \_\_\_\_\_





# OUR 5 FOLD MARKETING PLAN

According to the National Association of Realtors, 85% of Buyers will first see your house on an internet site. And we know that the first 14 days of being on the market are by far the most critical. Studies show that in order for Buyers to pick the house they want to buy, they need to spend 7 hours of time, with 11 different touch points from at least 4 sources looking at the house. This is why immersive marketing with a diverse approach is an absolute MUST.

Our goal is to make it easy for them to hit all 3 metrics on your home and this is how we do it:

## WEB

- Published LIVE on the MLS and pushed out to over 10,000 different websites.
- Featured listing on placeportland.com

## SOCIAL MEDIA

- Personalized Instagram and Facebook posts, stories, and reels
- Targeted Facebook Ads
- Cinematic video on Youtube

## NETWORKING

- Coming soon advertisement in our brokerage of over 400 top agents
- Reach outs to our personal network of Brokers in cities where Buyers are most commonly relocating from.

## OPEN HOUSES + PRIVATE TOURS

- Multiple open houses
- Catered Brokers opens
- Delivered Invitations to neighbors
- Agent intro text to ensure they know all the not-to-miss details

## PRINT MARKETING

- Flyer
- Home magazine
- Feature signs throughout house
- Floor plan
- Neighborhood highlights brochure
- Information on Warranties, remodels, and upgrades

# STEP 6: PROFESSIONAL PHOTOS + VIDEO

Ever heard the old saying, "You never get a second chance to make a first impression"? Well, it's especially true in Real Estate. That first impression can be the difference between selling your house and having it sit on the market for months.

When it comes to media for your listing, regular photos don't cut it any more. To get a home sold for top dollar, you need a cinematic video that can be shared on all social media platforms, as well as other add ons like a floor plan, or drone photos to show the full scope of your property. We work with the most skilled photographers in town to make sure your listing stands out.

- ✓ homes listed with professional photography sell **32%** faster.
- ✓ The average ROI on professional real estate photography is **826%**.
- ✓ **68%** of consumers say that great photos made them want to visit the home.



# STEP 7: PRE-LISTING NETWORK MARKETING

## WHY RELATIONSHIPS MATTER

A listing could have the best marketing in the world but if you're missing the right connections, especially if you have a unique property, it may not get in front of the right people. Does your listing need introductions to builders, investors, remodelers, or developers? What about first time home buyer resources or down payment assistance programs? Or perhaps you would prefer to sell off market and not have to deal with any more showings again.

Community connections are the backbone of our business. We've worked as the sales manager for the region's largest home builder and are on multiple boards and committees. Our brokerage, Windermere, is one of the largest real estate companies in the nation, and with over 400 agents in the Portland Metro area, we represent 50% more sales than our closest competitor on the West and East side of Portland in homes over \$500,000.





# STEP 8: YOUR LISTING IS LIVE!

## WHAT TO EXPECT WHILE YOU'RE ON THE MARKET

**Private tours:** When your house goes live on the market, it has to be available for potential Buyers to tour. Other real estate agents will book private tours to show their clients through your home. When they do this, we immediately reach out and confirm the time with you. Once it's confirmed, we call that agent and "sell" them on the house. We want to make sure they know all of the details that make your home special- details you couldn't get from just listing statistics. This small tactic often makes a big difference in a Buyer's tour. The more we ensure their agent is informed, the better it is for everyone involved.

**Open houses:** We will likely ask to host 2 open houses the weekend your listing launches. We want to make sure your neighbors and as many people as possible have an opportunity to see your home without the barrier of finding a real estate agent first.

While we can't ever predict the popularity of any given listing, if you are occupying your home, we often recommend that you consider going out of town for the first week to make it easier on your schedule.

## Strategy matters.

We know that you have to actively CAUSE a house to sell instead of waiting idly by. You must get into the psychology of what motivates Buyers to act and CHOOSE your house over the competition. Pricing, preparation, connections, going the extra mile, are all ways we implement difference making strategy.

## Experience matters.

Only 2% of real estate agents nationwide sold more 10 houses last year. And hiring an agent without the experience needed to sell your home could be the reason it doesn't sell. But not only that, you could be leaving 10's of thousands of dollars on the table if you make the wrong choice, so you'll want to look into an agents credentials before deciding to trust them with one of your largest assets.





# STEP 9: NAVIGATING THROUGH CONTINGENCIES

## **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 a Buyer can choose to include in their offer to you. Our job is to keep you apprised of all details, deadlines, and be your advocate in negotiations. By working closely with us and other industry experts, you'll be better able to understand where you're at in the process, and what you can do to make sure you're in the best position possible when contingencies arise.

## **INSPECTION CONTINGENCY + REPAIR NEGOTIATIONS**

A Buyer will generally have 10 business days to complete their inspections. Once they've been completed, they will have the opportunity to negotiate for needed repairs to be completed, ask for a reduction in purchase price, or ask for a credit towards their closing costs (which would allow them to complete repairs at a later date). If you and the Buyer cannot agree on how to resolve issues with the property, they can cancel the purchase during this time period.

## **SELLERS PROPERTY DISCLOSURE CONTINGENCY**

In most cases, you are required to complete Property Disclosures, which are standard documents where you disclose known defects or other issues with the property. It's important that you fill it out completely and honestly. In most cases, the Buyers will have 5 days to review your answers.

## **FINANCING CONTINGENCY**

Many contracts are contingent upon the Buyer's ability to secure a loan. We'll do our due diligence before you accept an offer about how qualified the Buyer's are to avoid any potential pitfalls.

## **APPRAISAL CONTINGENCY**

If the Buyer is getting a loan, the lender will order an appraisal to be conducted by a professional neutral appraiser. They will come out to assess the house to ensure the Buyer's are paying fair market value for the home. If the appraised value comes in less than the agreed sales price, then the Buyers 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 (including your current mortgage) they will be paid off from the proceeds of your sale. This will also reveal if there are any restrictive covenants you should know about the property before buying it.



## STEP 10: CLOSING + CELEBRATION!

### **SIGNING + RECORDING**

Once the closing date is approaching, you will go to the title company (or sign remotely) to sign the final closing documents. Once all documents are signed and the funds are deposited to escrow, the title company will notify the county to record the deed and it's officially transferred.

### **POSSESSION TRANSFER**

Generally speaking, the house officially belongs to the new buyers at 5pm on the date of closing. Which means that the house will need to be clean and free of all debris and the Buyer will get their keys. If possession of the house was negotiated differently, you may be staying put for a longer, agreed upon term.

### **FUNDS ARE DISBURSED**

Success, you have sold your home! Your current mortgage will be paid off, and you will receive a check or wire from the title company for your proceeds from the sale.

### **OUR AFTER CLOSING COMMITMENT**

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

## PREPARATION

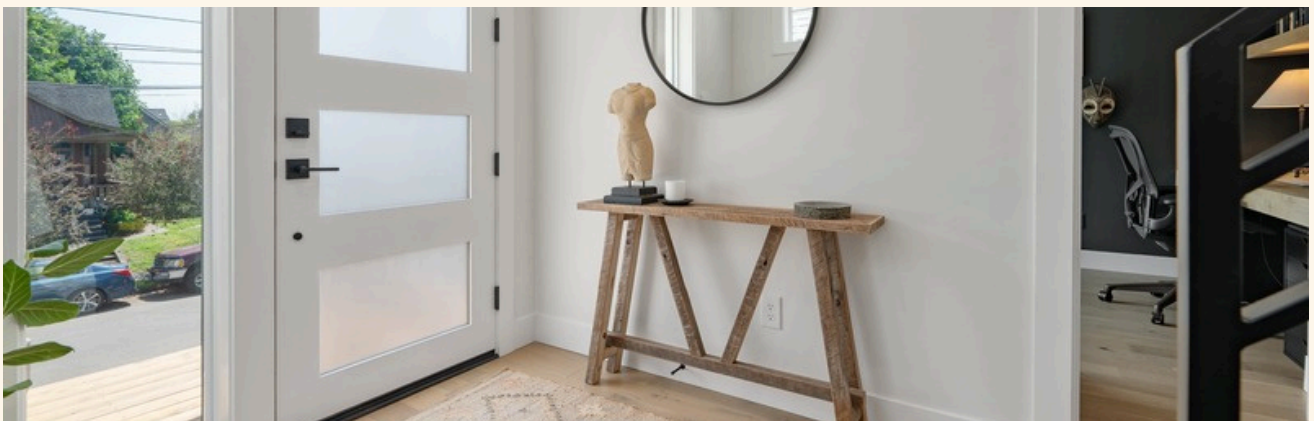
Typically 1 week- 3 months depending on the situation. This is where we're working with different vendors like contractors, landscapers, and photographers to get your house looking it's best.

## ESCROW

Typically 14 - 30 days. This is where the Buyer will be doing their due diligence and moving through escrow. After this time, the deal is solidified and proceeds deposited into your account.

## POSSESSION

1-59 days. If you need to stay in your house post closing while you wait to move or close on a new home, you can typically "rent" it back from the new buyers for up to 59 days after closing.





## 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.**



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## GET IN CONTACT

We're here to help.

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

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