

Caleb J E S S U P





Caleb

J E S S U P

Trust.
Experience.
Real Estate.

\$75M+
SALES VOLUME
SINCE 2016

32%
WINDERMERE
MARKET SHARE

Means I am backed by
a trusted real estate
company. Windermere
is #1 in King County.



PERSONAL BACKGROUND

Caleb is an Eastside area native, having been born in Kirkland and raised in Bothell. The local Inglemoor Alum stayed in state for college, graduating from Western Washington University where he was an All-American student athlete. Before jumping "ALL IN" to real estate, Caleb spent time in the tech industry helping build and scale one of the fastest growing marketing startups in the Pacific Northwest. Caleb now lives his best life on the Northend of Lake Washington in Brier with his wife Jennifer and FOUR energetic children Cason, Everlee, Canon and Crew.

COMMITTED TO GREATNESS

Through his extensive knowledge, expertise and thorough understanding of the trends throughout the Greater Seattle/Eastside real estate market, Caleb is committed to providing his clients with a truly impressive real estate experience. As a Seattle suburb native, he is very connected with its distinct communities and it is his joy to share his insights into the region. He is highly skilled in the Acquisition and Marketing of residential properties. In helping his clients sell a property or find the right home; Caleb clearly distinguishes himself with proven results. Appreciated for his thoughtful guidance and vision, Caleb takes pride in educating and advising his clients with an informed assessment of the current real estate market along with long term strategies for wealth building. Caleb's clients trust in his integrity and value his timely guidance and expertise in addressing all aspects of the transaction with professional competence.

POWER OF THE BRAND

The Windermere commitment to client-centered-service and giving back to the community are values that I wholeheartedly embrace. Additionally, I am proud to play an important role at the Windermere Northeast office, which is considered to be one of the best producing offices in the market.

Caleb JESSUP

 Windermere
REAL ESTATE



// THE RIGHT WEBSITE CAN MAKE FINDING A HOME EASIER.
THE RIGHT AGENT CAN MAKE IT REAL.

WORKING WITH BUYERS

Caleb will be relentless in helping you realize your dreams, so that at the end of the day you can emerge with a house you're proud to call home, and the confidence you made the right decision. Below are a few of the ways I'll help you through the buying process.

Explain real estate principles,
contracts and documents

Refer you to a reputable lender that can
help you assess your financial situation and
pre-approve you for a loan

Help you determine the types of homes and
neighborhoods that most fit your needs

Arrange tours of homes that meet your criteria

Provide you with detailed information about
homes you're interested in

Determine the market value of homes
you're interested in

Assist you in writing and negotiating a mutually-
accepted purchase and sale agreement

Accompany you to the inspection

Coordinate necessary steps after inspection

Work with the escrow company to ensure all
needed documents are in order and completed
in a timely manner



WHERE TO BEGIN

You're ready to buy—or maybe you're just ready to start seriously thinking about buying. There's a lot you can do to prepare. With so much information available at your fingertips it can be hard to know where to begin, consider some of the following questions as you identify potential homes to visit.

Why are you moving?

What is your price range?

Are you pre-approved for a mortgage?

Is there a particular neighborhood or area where you'd like to live?

Does your home need to be in move-in condition?

How many bedrooms and bathrooms do you need?

What features do you need in your kitchen?

Are school districts or commute times an important consideration?





TESTIMONIAL

WE FELT LIKE WE GAINED A FRIEND

Caleb was a great agent to work with. After going to several open houses and meeting tons of agents over a year and half, we felt most comfortable with Caleb and trusted his intuition. He always provided very honest feedback and helped us through the whole home purchase process while we were out of the country for 3 weeks! He doesn't push you to do anything you don't want to do. He understands everyone's situation and always did his best to accommodate our requests and answer our questions. In the end, we felt like we gained a friend and would recommend him to any friend or family needing an agent to work with!"

– CYNTHIA / KIRKLAND



FINDING THE RIGHT HOME

Caleb not only possess expert knowledge of local market conditions, but he also has access to tools that will help you see the widest array of available homes, and eventually, find the right home. By exploring the Multiple Listing Service (MLS), Caleb can access the vastest network of available listings, and receive up-to-date alerts on open houses. He will usually be the first to know when a home hits the market and is sometimes aware of homes that are scheduled to list in the near term. Caleb can advise you on how a home's outstanding repairs and improvements could affect your decision to purchase, whether the home is in need of an inspection, and discuss the necessity of a home warranty.

SAVE TIME

Buying a home takes time, but Caleb will help streamline the buying process. This includes paying close attention to your budget and preferences in order to focus your home search to only those listings that match your needs. You can then decide which homes you would like to view in-person and Caleb will contact the corresponding listing agent to set up showings. He will be a fount of knowledge, able to provide or track down information you may not be able to readily access on your own. Additionally, he is connected to a network of professionals and can produce references for mortgage brokers, real estate attorneys, inspectors, and more as needed.

// **BUYERS TYPICALLY SEARCH FOR 10 WEEKS AND LOOK AT A
MEDIAN OF 10 HOMES BEFORE THEY FIND "THE ONE".**



FINANCING

Determining how much you can afford before you begin your home search will save you valuable time. Caleb can help you locate a lender who will assist you in finding a financing package that will best meet your needs. But there are a few steps you should consider beforehand to make the process as smooth as possible:

CREDIT REPORT

It's important to check your credit report before you see your lender because:

- Lenders check this to determine the amount of loan you qualify for
- It allows you to correct any mistakes in the report before lenders see it
- If there are any blemishes in your report that are not errors, you should be prepared to explain them to your lender

You are entitled to one free request each year from each of the three credit bureaus. The best way to do this is to go online to AnnualCreditReport.com.

CREDIT SCORE

You may want to check your credit score at the same time you check your credit report (usually for a fee). This score influences how much lenders are willing to loan you and at what interest rate.

DOWN PAYMENT

Most lenders will give better financing terms to borrowers that can put a 20 percent down payment on the purchase. If you are unable to do so, you will likely be required to purchase Private Mortgage Insurance (PMI) and perhaps pay a higher interest rate.

PRE-APPROVAL

A letter of preapproval from a lender shows that they have checked all your documentation and are prepared to make you a loan. Getting preapproved prior to starting your home search saves you time by:

- Keeping you focused on viewing only the homes that are within your budget
- Helping you obtain your financing more quickly once you find a house you want to buy

WHY IS IT IMPORTANT TO PRE-QUALIFY FOR A MORTGAGE?

Getting pre-qualified for a mortgage can benefit you in several ways. From the start, it eliminates any confusion about your budget and how much you can afford to spend. Additionally, it makes you a more attractive buyer and can give you a stronger negotiating position in a potential multiple-offer scenario.

FEES TO CONSIDER WHEN BUYING A HOME

Down payments against sales price

Buyer's escrow fee (according to the Contract)

Lender's Extended Title Insurance Premium (ALTA)

Document preparation (if applicable)

Prorated 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

Hazard insurance premium for the first year

Home Warranty if paid by buyer (according to
contract)

Inspection Fees (according to contract)

Beneficiary Statement fee for assuming existing
loan (if applicable)

Loan Fees as agreed with lender

Interim interest on new loan, prorated from date
of funding to first payment date

WINDERMERE BRIDGE LOAN

You can buy before you sell with the Windermere Bridge Loan, from Vintage Loans, LLC. This is an exclusive tool that you can leverage to help you buy real estate when you find it. Combined with Caleb's expert contract writing skills, the bridge loan product will let you make a non-contingent offer on a new purchase. This makes your offer more attractive to sellers, and you don't have to risk losing your new home while waiting for your own property to sell.

Stronger negotiating position

Simple application process

Fast processing

No payments due before closing

Innovative program with competitive
fees & interest rates





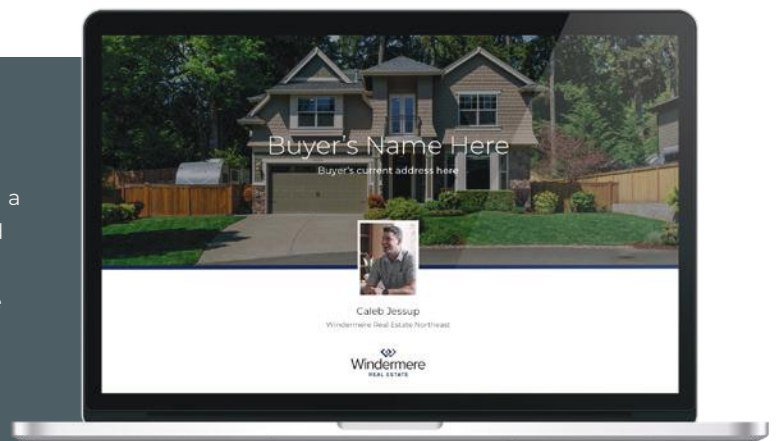
MAKING AN OFFER

Once you're ready to make an offer on a home, the importance of working with Caleb kicks into high gear. There are many different elements that impact an offer's success, and this is where a good agent's specialty lies. Through his expertise, Caleb can help you craft a more competitive offer and negotiate as needed. Sometimes the most competitive offers are not just about the price. Offers can win when Caleb has researched the seller's needs and pulled together an offer that speaks to those needs. Any advantage you can gain to make your offer stand out will strengthen your case. This is especially important in competitive markets when multiple competing offers are on the table.

Throughout the process of making an offer on a home, Caleb will be there to answer any questions that may arise and pore over the details so that nothing goes unnoticed. This is critical since sellers will likely toss aside any offers that come in with missing documents, errors in the contract, and other inconsistencies. When buying a home, buyers often fear that they will miss something during the buying process, that they are going to pay too much, that there will be something wrong with the house after they buy it, or that they'll lose the home to another buyer. Caleb will help to alleviate these stresses and make sure the buying process runs smoothly.

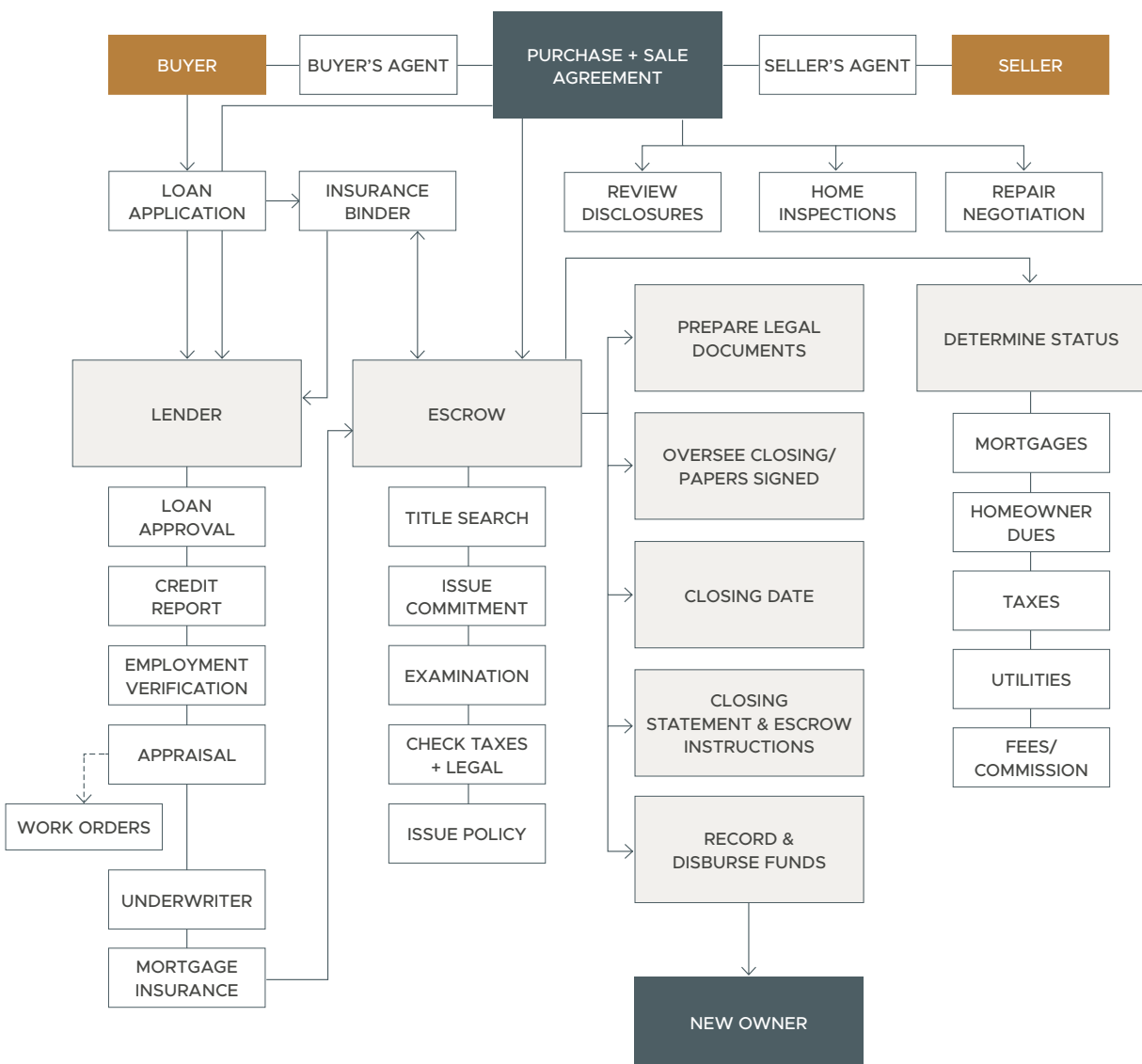
MARKET ANALYSIS

Before putting in an offer, Caleb will do a market analysis to help you understand current trends in the area and make sure you don't overpay. He'll also devise a strategy for your offer, tailored to your comfort level and the unique circumstances of the listing.



STEPS TO CLOSING

Once your offer is accepted by the seller, you'll formally begin the process of closing. This period typically takes several weeks, and entails the process of opening escrow for the sale, performing inspections and transferring the title and deed of the house to you. It's a complicated process with many moving parts, but Caleb will make sure you understand everything that's happening so you're never out of the loop.





BUYER TERMS TO KNOW

MORTGAGE PREQUALIFICATION

A mortgage prequalification letter is an estimate that tells you the amount you'll be able to afford to borrow to purchase your new home.

EARNEST MONEY

Earnest money is the money you pay 1 to 3 days after the seller has accepted your offer. The amount of earnest money you pay varies, but it is typically 1-3% of the sale price of the home. In some areas, earnest money is a fixed amount.

You'll pay earnest money by cashier's check, personal check, or a wire transfer. Your earnest money will be deposited into an escrow account. Once the sale of the home is complete, the earnest money you paid will be applied toward your closing costs. If you back out of the sale due to a failed contingency, you can recover your earnest money in full. If you back out of the sale for reasons not covered by contingencies, you will forfeit your earnest money.

ESCROW

In real estate, escrow is the process of placing important documents, such as a deed or money, in the custody of a neutral third party until certain conditions are met. Escrow or title companies often

oversee a real estate transaction, from the initial deposit to final funding, to ensure a smooth process.

HAZARD INSURANCE

Hazard insurance protects a homeowner against the costs of damage from fire, vandalism, smoke and other causes. When you take out a mortgage, the lender will require you to take out hazard insurance to protect their investment; many lenders will incorporate the insurance payment into your monthly mortgage payment.

BUYER LETTER

Writing a personalized buyer letter can create an emotional connection with the sellers. Showing a clear picture of financial strength, whether through a strong pre-approval letter or proof of cash funding can strengthen the buyer's image.

ESCALATION CLAUSE

An escalation clause is a real estate contract, sometimes called an escalator, that lets a home buyer state by how much they are willing to increase their offer if the seller receives a higher offer from another interested buyer.

MISTAKES TO AVOID WHEN BUYING

#1 Review your credit reports ahead of time

#2 Get pre-approved

#3 Know what you want

#4 Account for hidden costs

#5 Get an inspection

#6 Evaluate the neighborhood and location

PRE-INSPECTION

A pre-inspection is a step taken by buyers if an offer review deadline is set by the seller. Pre-inspections protect the buyer from purchasing a house is in need of repairs or has other issues. It also gives buyers a competitive advantage in multiple offer situations, as it allows the buyer to potentially waive the inspection contingency.

In a typical scenario, a home goes under contract “pending inspection.” In this case, the buyer hires an inspector and may discover issues with the house. According to the inspection contingency as written, the buyer can ask the seller for repairs, or to otherwise amend the monetary aspects of the contract.

If the issues discovered during the inspection are too egregious, the buyer also has the ability to walk away from the property at this point, without incurring any additional penalties for not proceeding with the sale.





ONCE CALEB KNOWS
WHAT YOU LOVE,

HE WON'T STOP
UNTIL YOU HAVE IT.



ALL IN FOR *you*



20

SELLING WITH CALEB



// YOUR HOUSE HAS A PARTICULAR VALUE.
MY VALUE IS MAXIMIZING IT.

WORKING WITH SELLERS

Your home may be your single biggest investment and 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 marketing options, legalities, and details that go into the sale. The role of your agent is to represent every aspect of the transaction, from the time you set the price to the final closing. Below are a few of the ways Caleb will help you through the buying process.

Caleb knows the market and will help you set the right price.

He also knows what buyers are looking for and the financial incentives that will encourage them to buy.

Caleb is a member of the Multiple Listing Service (MLS), which enables him to provide detailed information about your home to the thousands of other agents assisting buyers.

In addition to the MLS, Caleb interacts with other agents on a daily basis. They trade information about new properties and match eager buyers with the right homes.

Caleb has access to several advertising opportunities—both in print and online—that will raise interest in your home.

He will utilize the tools available to him on Windermere.com in order to attract the maximum number of buyers to your home.

Windermere's global referral system provides Caleb access to the large number of people who relocate each year, increasing the pool of qualified buyers for your home.

Caleb can quickly separate qualified buyers from the rest of the pack. This saves you time, because your home is only being shown to serious buyers.



PRICING YOUR PROPERTY

The market value of your home is what buyers are willing to pay in today's market conditions. Caleb's job is to help you set the right price from the start, and to position your property so it stands out in the market.

HOW CALEB WILL PRICE AND POSITION YOUR PROPERTY FOR THE HIGHEST RETURN:

Analyze current market conditions and sales prices of comparable properties.

Discuss your goals and needs.

Advise you about ways to make your property more attractive to buyers.

Create a comprehensive marketing plan targeting the most likely buyers.

Market your property to other agents, and get their feedback on its price and presentation.

Keep you up-to-date on sales activity and market conditions.

DANGERS OF PRICING ABOVE MARKET VALUE

True target buyers may not see your property because it's listed out of their price range.

Buyers in the higher price point may compare your home to other homes at that price and consider it a bad value.

It may sit on the market longer and sell for less than asking price. MLS statistics show that the longer a home is on the market, the lower the sales price.



WE CAN CONTROL:

Price / Terms of Sale / Condition of Property



WE CANNOT CONTROL:

Location / Competition / Market Conditions



TIMELINE

A commonly asked question... "Is there a best time to put your home on the market?" The answer is "Yes." The best time to market your home is exactly when you are ready.

What is important is to have a good game plan and time for preparation. When you are ready, Caleb will be there to assist you with information that will help you get the greatest return on your investment.





MISTAKES TO AVOID WHEN SELLING

#1 Avoid becoming emotional or sentimental about the sale

#2 Fix problems (or price accordingly)

#3 Don't overprice your home (and/or refuse to negotiate)

#4 Use quality photos

WEEK 2

(If not in mutual acceptance)

Make any necessary changes based on feedback after review date

Fresh digital ads placed

Individual agent and weekly feedback reports

Weekly update market reports

Review with Seller the feedback received from showings and inquiries

WEEK 3

(If not in mutual acceptance)

Individual agent and weekly feedback reports

Weekly update market reports

Review with Seller the feedback received from showings and inquiries

30 DAY REVIEW

(If not in in mutual acceptance)

Formal marketing review with Seller

SECOND QUARTER

THIRD + FOURTH QUARTER

PREP YOUR PROPERTY

Caleb is your partner in preparing your home for sale. With his team of professionals, your homes market appeal is enhanced to give you a competing advantage over other homes on the market. Making some basic repairs beforehand can ensure you fetch the highest possible price. Caleb can provide a tailored checklist upon visiting your property, but here are the top items to consider.

EXTERIOR:

Clean and repair the roof as needed

Remove peeling and chipped paint; replace with a fresh coat

Prune all overgrown trees and shrubs

Weed flower beds; remove or replace dead or diseased plants, shrubs and trees

Clean all windows inside and out

INTERIOR:

Clean all floors, carpets, walls and trim

Remove any stains or odors

Remove family photos, valuables, and prescription drugs

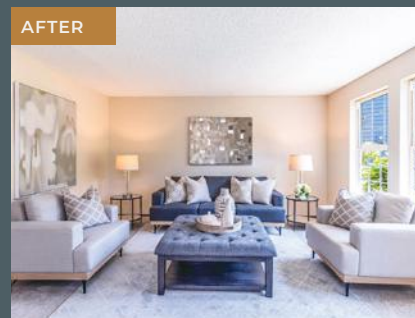
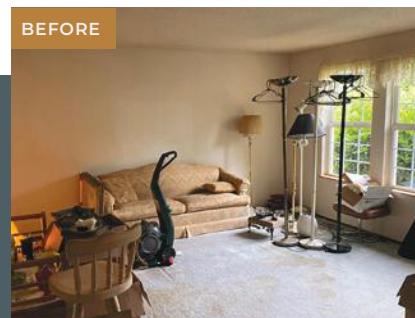
Put away toys and hobby supplies; remove extra magazines and books from tables

WINDERMERE 
READY

SELL FOR MORE IN LESS TIME

The Windermere Ready program offers you concierge-level service as you ready your home for sale. Together, you and Caleb will determine the repairs and upgrades that are most likely to appeal to today's buyers who prefer stylish, turnkey spaces. If needed, Windermere Ready can provide up to \$50,000 to help mitigate any expenses incurred, with no upfront cost to you.

From decluttering and deep cleaning to major repairs or replacements, together we'll set your home up for selling success.





THE POWER OF STAGING

Staging is a strong and simple way to attract a strategically targeted cohort of buyers to your home. Done right it will help showcase the listing's unique spaces and features and will help your home stand high above the market competition. While not needed in all situations, professional staging typically results in fewer days spent on the market and often yields a higher selling price. Caleb uses professional staging as a key marketing tool and marketplace differentiator for his sellers' homes.

95%

of staged homes sell in 11 days or less.

81%

of buyers have an easier time visualizing the property as their future home.

46%

of viewers are more willing to walk through a staged home that they've looked at online.

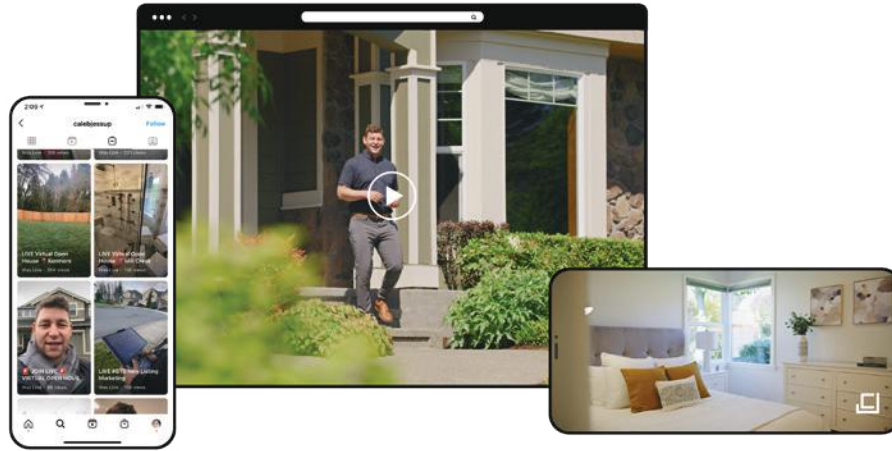


PHOTOGRAPHY.

The old adage says, *“A picture is worth a thousand words.”* There is a reason that some adages become old... because they are so true! Statistically we know that 93 percent of buyers use the Internet during their home search, and 87 percent of them cite photos as a “very useful” aspect of their online search*. If they don’t like what they see, many potential buyers won’t bother to see your home in person. In order to make the best first impression, Caleb will display only professional photography that will appeal to as many buyers as possible.

Professional photographers have the lighting, equipment, and know-how to showcase your home’s most flattering aspects.

This helps your home stand out from the competition, increasing buyer interest and potentially your final sales price.



VIDEO.

Videos give buyers an easy way to explore your property from the comfort of their own home. Caleb sees this convenience as helpful in creating a positive first impression of the listing by letting buyers take a self-guided tour. Even if the experience is only virtual, buyers will come away feeling like they've visited your home in person.

CONTROLLED ACCESS.

Easy access for buyers to see the interior of your home increases marketability and shortens market time. For added security, Caleb uses mobile-activated key boxes to provide access to your home, offering you peace of mind.

- Control times people are allowed in
- Control who is allowed in
- Track agents as they show the home
- Immediate feedback from agents who have shown the home



**THE FOLLOWING
ITEMS ARE ARRANGED
AND PAID FOR AT
CALEB'S EXPENSE:**

Pre Inspection

Staging

Landscaping

Photography

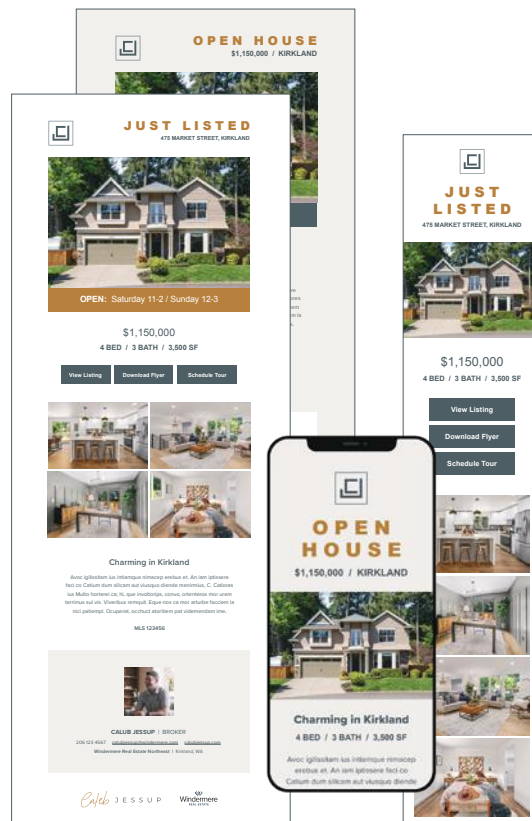
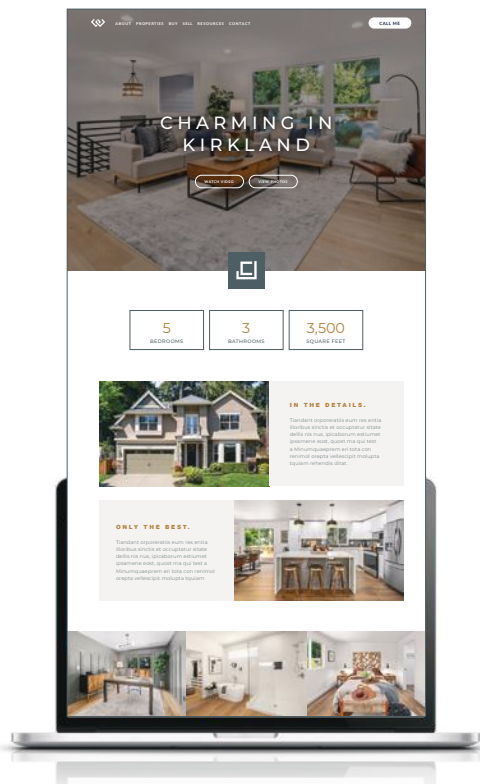
Concierge Service

Preliminary Title Search



MARKETING

Attracting & informing buyers



PROPERTY WEBSITE.

In addition to listing your home on real estate and media websites, Caleb can create a custom property website. This serves to showcase your home's best features in a standalone format while providing a detailed list of specifications. Rich visuals, captivating prose and interactive tools help tell the story of the property, its neighborhood and the lifestyle the buyer will gain by living there.

EMAIL.

One of the most powerful tools at Caleb's disposal is his vast email database, to which he'll market your listing. Caleb will send compelling email campaigns to a curated network of clients and to fellow brokers representing likely buyers for your home. This effort leverages Caleb's industry relationships and past successes to help your property sell that much faster.

CHARMING IN KIRKLAND

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\$1,150,000

475 MARKET STREET / KIRKLAND, WA

HOME FEATURES

Bus accidet rege aut	Bus accidet rege aut
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volut natus rebus, nam dicitur	volut natus rebus, nam dicitur
conet ex dicit ut, nulla dicitur	conet ex dicit ut, nulla dicitur
conet, et non dicitur	conet, et non dicitur

OFFERED AT **\$1,150,000**

\$1,150,000

475 MARKET STREET / KIRKLAND, WA

4 BED / 3 BATH / 3,500 SF

HOME FEATURES

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Windermere

JUST LISTED

MODERN MEETS CLASSIC STYLE WITH BEAUTIFUL VIEWS

CHARMING IN KIRKLAND

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475 MARKET STREET, KIRKLAND, WA

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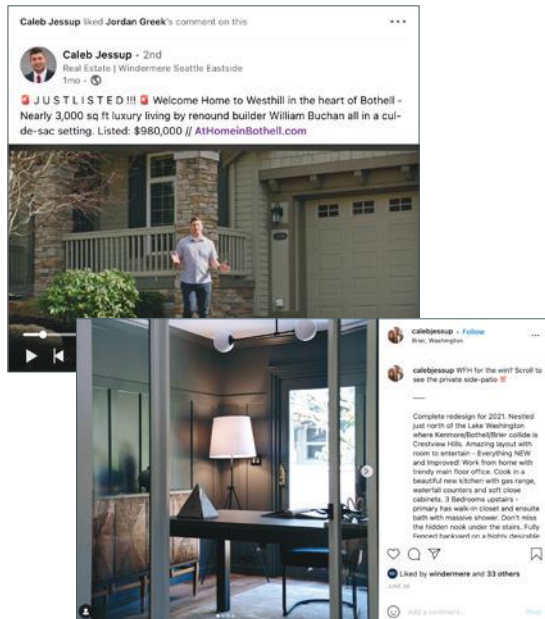
calliejessup@windermere.com

calliejessup.com

Windermere

PRINTED BROCHURES, FLYERS + MAILERS.

Capturing the curiosity and attention of buyers across multiple media is key to a successful listing strategy. Caleb excels at creating sleek and elegant print marketing materials for each property he lists. He'll elevate your home through detailed brochures, convenient flyers and eye-catching mailers sent to prospective buyers. These materials will elicit buzz about your property from touring buyers and their brokers, and sometimes even the neighbors as well.

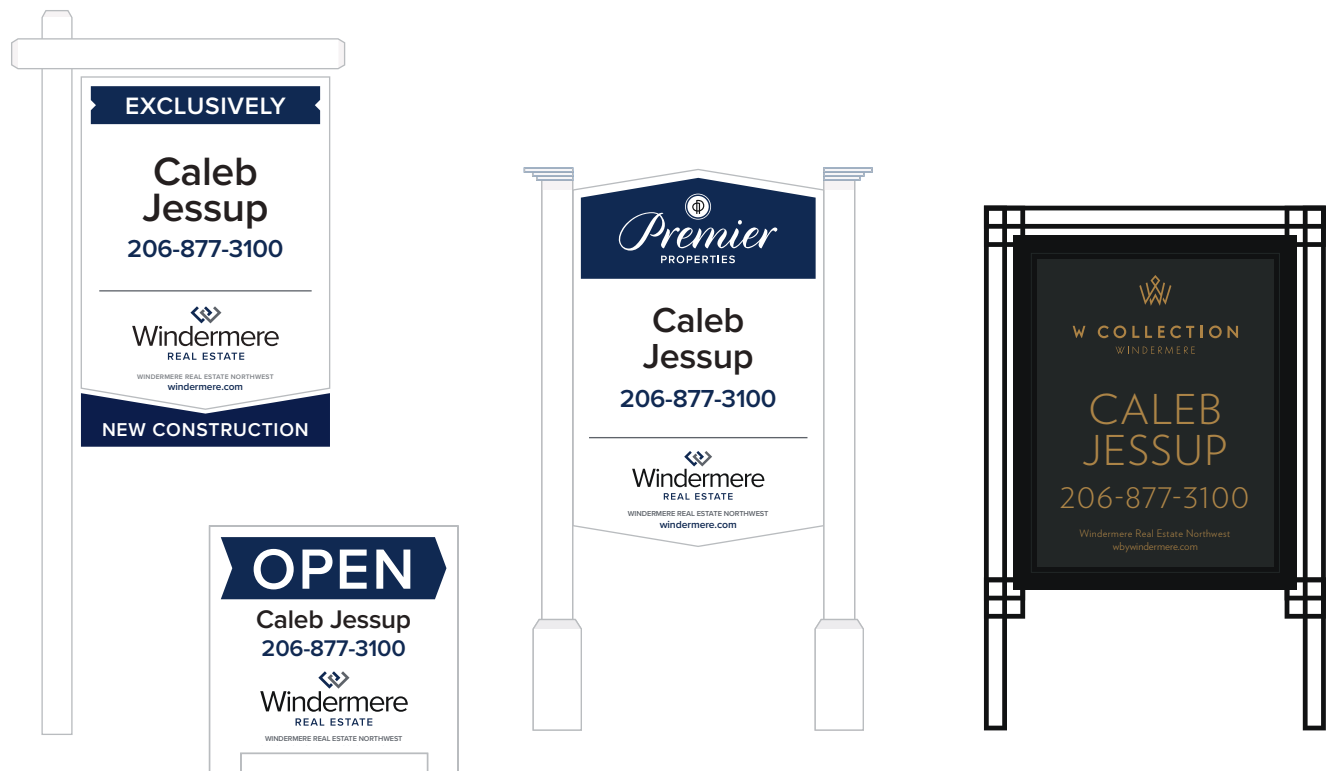


 ADWERX



SOCIAL + DIGITAL ADVERTISING.

Marketing your home online is key to giving it additional exposure to important buyer segments. That's why Caleb publishes all his listings on **Zillow, Trulia, Realtor.com** and **Windermere.com**, with a combined reach of more than 200 million viewers. Beyond real estate websites, Caleb will also post your listing to his **Facebook, Instagram** and **LinkedIn** pages and can run targeted ads on those platforms. And through Windermere's partnership with Adwerx, the team can reach 7,000+ prospective home buyers per week, targeting them by zip code on top social and web sites like Facebook, USA Today, CNN, ESPN and thousands more.



SIGNAGE.

The sign in your yard matters. The Windermere yard sign has become synonymous with quality listings for over four decades. 33 percent of buyers found yard signs to be a very useful source when searching for homes to purchase.*

OPEN HOUSE.

A powerful way to create traffic and exposure for your home. The more buyers and agents that see your home, the faster it will likely sell. Forty percent of buyers describe open houses as an important information source when looking for a home*.

* National Association of REALTORS®



LUXURY MARKETING



AN EXCEPTIONAL PROGRAM FOR EXCEPTIONAL PROPERTIES.

Windermere's Premier Properties™ program was created to address the unique needs of luxury market clientele. Our extensive network of luxury home experts has earned a reputation for providing exceptional service to discerning clients interested in buying or selling homes in some of the finest neighborhoods in the Western United States.



THE W COLLECTION STORY

Windermere's W Collection is an elevated property and client-focused program, tailored to the needs of Calebs most affluent clients in the ultra-luxury market. W Collection offers unique signage, exclusive marketing collateral, and targeted marketing opportunities to elevate your market presence and showcase the most distinctive listings.

34

REACHING LUXURY BUYERS EVERYWHERE

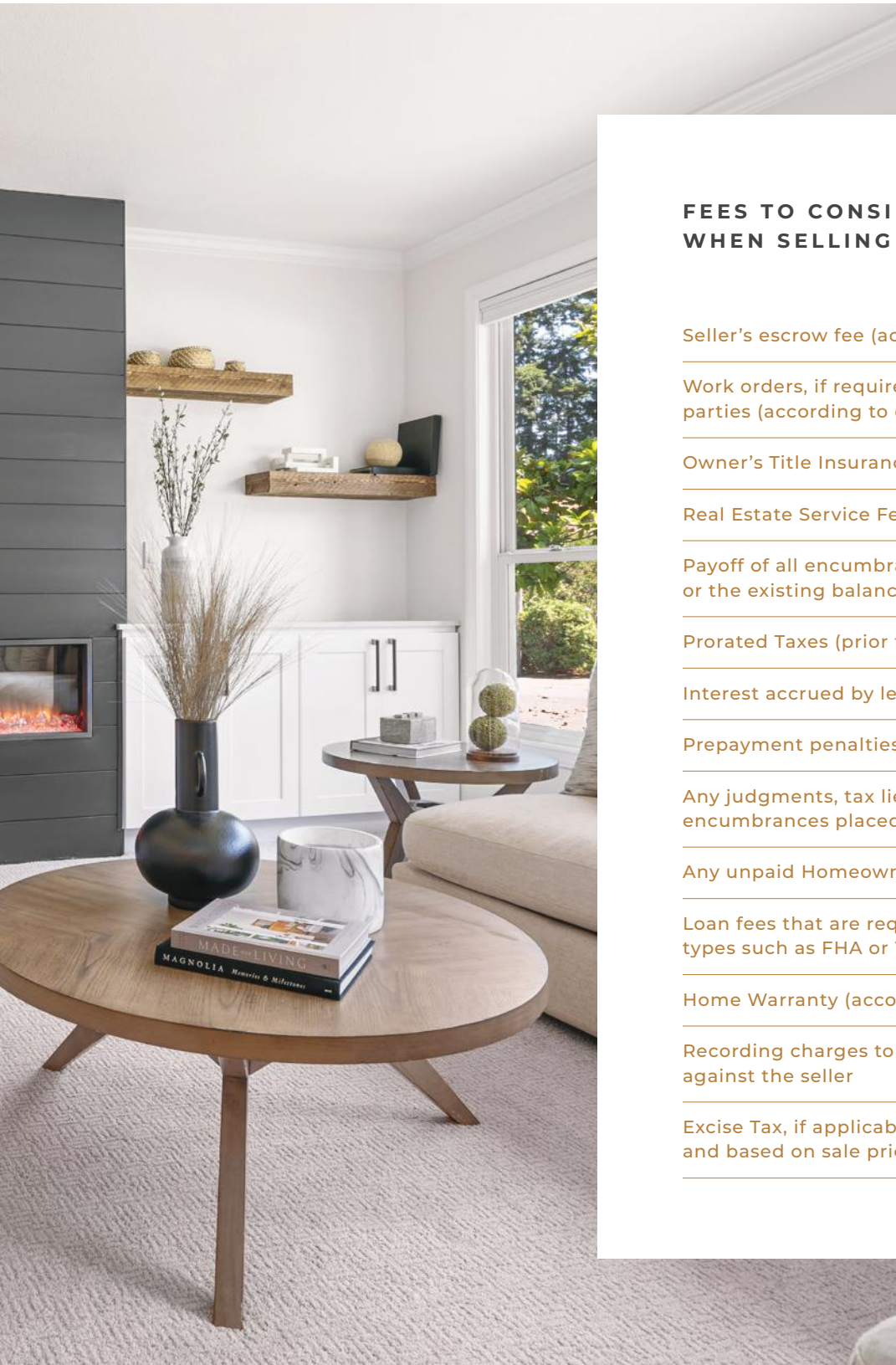
Luxury listings are promoted to international buyers on websites such as LuxuryPortfolio.com, WallStreetJournal.com, MansionGlobal.com, Juwai.com and Waijule.com. Through these sites your property will be marketed to high-net-worth home buyers around the world.



MANSION GLOBAL
ONLY THE EXCEPTIONAL



**THE WALL STREET
JOURNAL.**



FEES TO CONSIDER WHEN SELLING YOUR HOME

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

Real Estate Service Fees (according to contract)

Payoff of all encumbrances (loans) in seller's name, or the existing balance if the loan is being assumed

Prorated 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)

Home Warranty (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



SELLING A HOUSE
ISN'T ALWAYS
A WALK
IN THE PARK,

CALEB JUST WANTS IT TO FEEL LIKE ONE.



ALL IN FOR *you*



// THERE'S A SECRET FORMULA THAT MAKES WINDERMERE DIFFERENT,
AND IT ALL STARTS WITH OUR PEOPLE. WE ARE THE HUMAN ALGORITHM.

WORKING WITH WINDERMERE

In 1972, John Jacobi set out to change the real estate industry by putting relationships before sales quotas with an emphasis on service to clients and community. Over 45 years later, this mission has helped Windermere grow into a market leader in their hometown and one of the largest independent real estate companies in the nation, with more than 300 offices and 6,000 agents throughout the Western U.S. and Mexico.

While the real estate agency has changed substantially over the years, Windermere's core values of relationships, community, collaboration, and professionalism have remained central to their business model and their brokers.

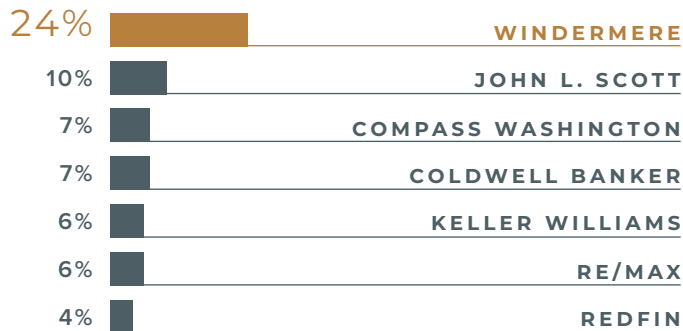


Official Real Estate Company of the Seattle Seahawks



Annual market share of Eastside sold listings (by \$ volume)

REPRESENTING SELLERS

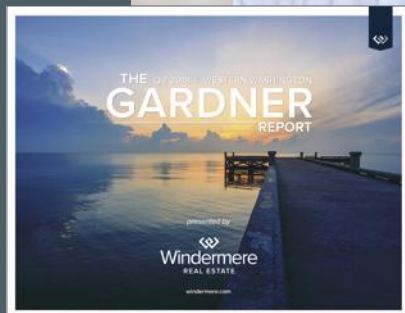


REPRESENTING BUYERS



**WINDERMERE IS THE TOP-PRODUCING RESIDENTIAL
REAL ESTATE COMPANY ON THE EASTSIDE**

*Source: Trendgraphix + NWMLS data.
Data reflects sales of all Eastside property from 1/1/2020—12/31/2020.*



Matthew Gardner
CHIEF ECONOMIST, Windermere Real Estate

LEVELING UP YOUR MARKET INTELLIGENCE

So that you can make the best decisions before, during and after your home sale or purchase, Caleb will keep you informed by providing real-time economic analysis and housing market insights. His comparative market analysis, real estate sales snapshots and trend predictions can help inform how and when you approach the market. Caleb will also share regular insights from Windermere's Chief Economist, Matthew Gardner, who analyzes economic data and interprets its impact on our local real estate market. Knowledge is power, and it's Caleb's intention to empower you at all times by providing smart analysis and actionable information.

TESTIMONIALS



A 5-STAR BROKER

ATTENTIVE, CONSIDERATE, AND COMMITTED TO HIS CLIENTS.

Caleb believes that the key to success lies in the strength of the relationship, and he uses his knack for connecting on a personal level to put his clients at ease as he helps them navigate their way through the process of buying, selling, or investing in a home. Caleb is a great negotiator and always get the deal done! Our firm loves working with him on multiple deals every year.

J.A. HOMES / KIRKLAND

HE TOOK A NUMBER OF STRESSES OFF OUR SHOULDERS.

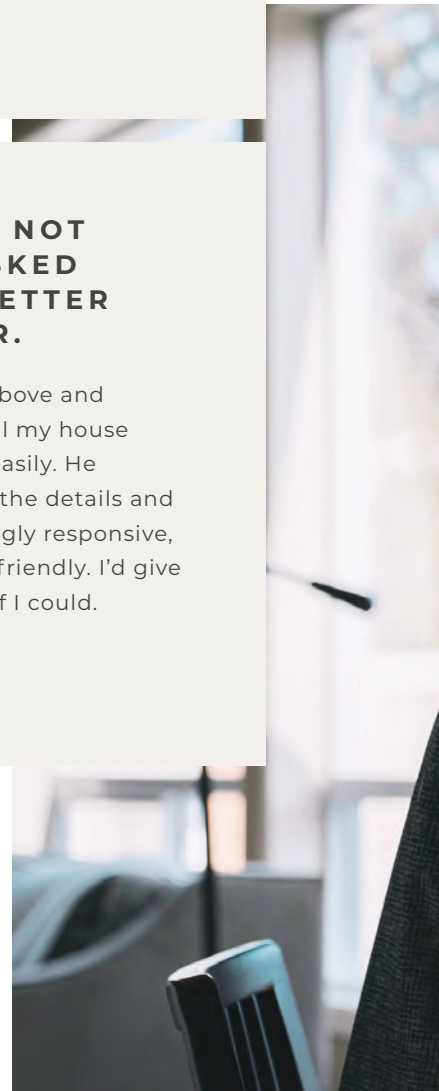
We worked with Caleb when it came time to sell our Bothell home and we couldn't have been happier! Caleb was extremely helpful in getting our home prepped for tours and in the move-out phase. On top of that, his marketing was superb as he understands the current buyers and his marketing shows great results.

RYAN + BECCA / BOTHELL

I COULD NOT HAVE ASKED FOR A BETTER REALTOR.

Caleb went above and beyond to sell my house quickly and easily. He handled ALL the details and was exceedingly responsive, reliable, and friendly. I'd give him 10 stars if I could.

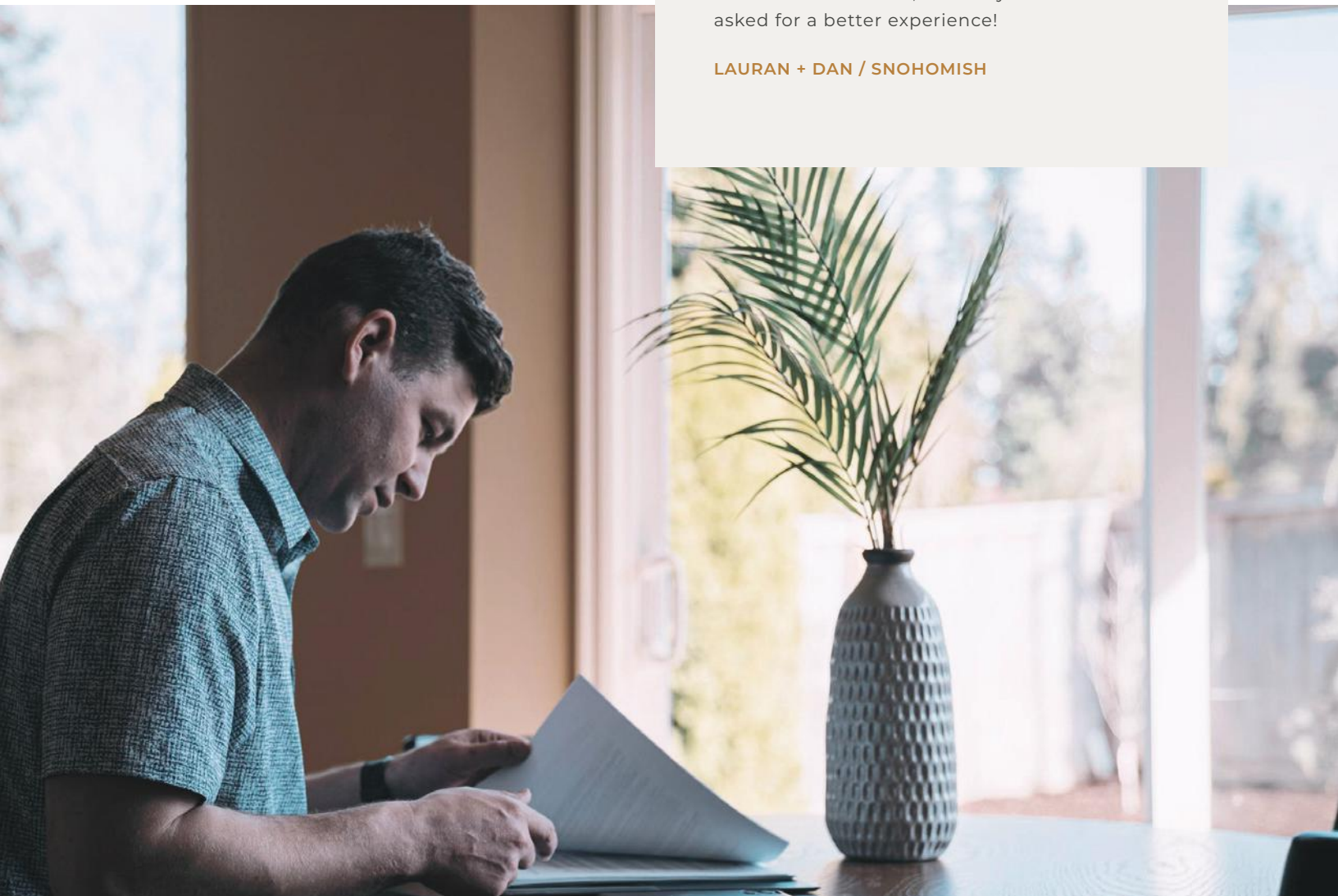
TRACI / BRIER



**CALEB SOLD OUR HOUSE
OVER ASKING IN FOUR DAYS
ON THE TERMS WE WANTED
ALL WHILE FINDING OUR
NEW HOME OFF MARKET.**

He works his tail off to find the right house, is super responsive, extremely knowledgeable, and trustworthy. He made buying and selling our home so smooth, we really couldn't have asked for a better experience!

LAURAN + DAN / SNOHOMISH





CALEB IS YOUR HOME TEAM

NO APP OR ALGORITHM CAN HELP YOU
PROBLEMS SOLVE, NAVIGATE, OR NEGOTIATE.

Caleb JESSUP



Best is the Standard.



CALEB JESSUP / 206-877-3100 / calebjessup@windermere.com / calebjessup.com

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Caleb JESSUP


Windermere
REAL ESTATE


Premier
PROPERTIES


W COLLECTION
WINDERMERE