

TERRI AGEE SMITH

Broker | Windermere Real Estate



Selling Your Home



Meet Terri



My Commitment to You

Your real estate purchase is an important decision and requires research, planning, and commitment. I am dedicated to working consistently to exceed your expectations and keep you informed throughout the entire transaction. I will provide current market data to assist you in making informed decisions, meet your needs in the most efficient period, help you to understand all the terms, processes, and documents involved in a real estate transaction, and represent your needs through skilled negotiations and effective communication.

I am a lifelong resident of Seattle and love this amazing city! I started my career at Nordstrom where I learned the value of work ethic, integrity, dedication, and commitment. After 18 years at Nordstrom, I accepted a role to expand the footwear and handbag category at Amazon.com/Endless.com. My retail/e-commerce experience was exciting, but I always had an interest in real estate. Entering the market as a broker in 2009, I continue to apply the knowledge and skills I learned in the retail field to my real estate business today.

My real estate advice is based on careful analysis of the current market and a strategic plan to negotiate the best terms for you. I am prepared to search for the most desirable areas that fit your lifestyle, criteria of a home and exceed your service expectations.

In addition to providing traditional real estate services, I have a passion for style and interior design that allows me to assist in preparing homes for our competitive market and sell at the maximum potential.



Executive listing plan

BRINGING YOUR HOME TO MARKET

Your home may be your single biggest investment; selling it is one of the largest financial transactions you'll ever make. So when you sell, you want to get the best price and the most favorable terms in the shortest amount of time. There are many decisions to make and strategies to consider in order to maximize your return with a successful sale. I will guide you through these before we list your home. Then, I'll manage every aspect of the transaction, from the first open house to the final closing.

FIRST STEPS to Selling Your Home

Home tour with seller

Collect list of updates

Advise on best improvements for sale

LISTING PROCESS

Process of price evaluation

Analysis of current market

Review of economic forecast - Matthew Gardner

Communication during listing process

Review forms to sign prior to listing including Windermere Disclosures

Seller Disclosure form review and purpose of form

Order title and review

Pre-Inspection

Staging

Professional photography and video



Property floor plan

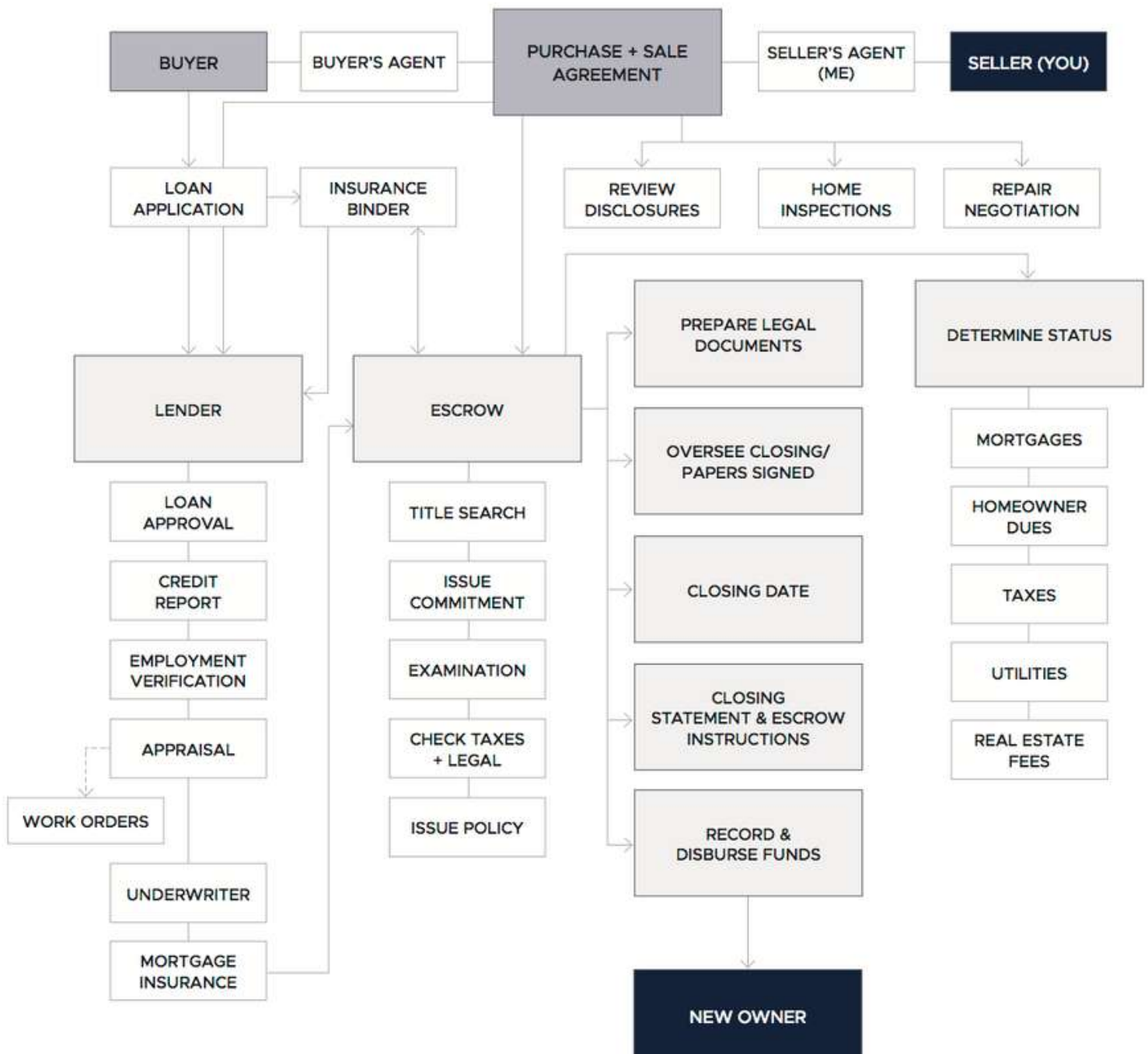
Weekend open house & showing process

Windermere Ready Concierge Service

Windermere Bridge Loan

The path to closing

Once you accept an offer, you'll formally begin the process of closing. This period typically takes several weeks, and entails the opening of escrow for the sale, performing inspections and transferring the title and deed of the house to the buyer. It's a complicated process with many moving parts, but I will help manage the details and advocate for your interests.



Intelligent pricing + strategy

**I WILL HELP YOU DETERMINE THE PRICE AND STRATEGY
THAT WILL ACHIEVE THE HIGHEST RETURN, BASED ON YOUR
PERSONAL GOALS FOR YOUR SALE.**



47%

NEARLY HALF OF ALL HOME SALES IN OUR REGION INVOLVE MULTIPLE OFFERS



MARKET ANALYSIS AND PRICING STRATEGY

Before listing your property, I'll provide you with the latest sales data for your area and a review of the current competitive landscape. My in-depth market analysis will help determine a recommended price range for your listing. Our pricing strategy will depend on the actual market conditions at the time your property is listed.

Ultimately, the listing price is up to you, but I will walk you through the pros and cons of different approaches so you remain in control of your sale and are best positioned for success.

HOW TO PRICE AND POSITION YOUR PROPERTY FOR MAXIMUM RETURN

- Review active inventory / competing listings
- Analyze comparable properties that were recently sold
- Assess your home's condition and features compared to those of similar properties
- Determine price based on your home's real-time competitive position in the market

WHAT MAY INFLUENCE PRICE PERCEPTION AMONG BUYERS

- Assessed tax value
- Published appraisal
- Homebot estimate
- Other AVM (automated valuation model)

Preparing your home for sale

REPAIR AND CLEANING CHECKLIST

For your home to make the best impression on buyers and fetch the highest possible price, I recommend making some basic repairs before we list it. I'll give you a tailored checklist once I've visited your property, but here are some things you may want to consider.

EXTERIOR:

Remove peeling and chipped paint; replace with a fresh coat.

Fix loose trim and fencing.

Clear gutters and downspouts.

Make sure there is good exterior lighting and all walkway lights and front-door lanterns work.

Clean and repair the roof as needed.

Clear garage of clutter and tidy shelves.

Inspect chimney for cracks and damage.

YARD:

Mow and trim grass; re-seed and fertilize where necessary.

Prune all overgrown trees and shrubs.

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

Clean grease and oil stains from driveway.

DECKS/PATIOS:

Paint or stain worn areas on wood decks.

Remove grass growing in concrete cracks; sweep off debris from shrubs and trees.

Clean all deck rails and make sure they're secure; replace missing slats or posts.

Clean outdoor furniture.

FRONT DOOR:

Polish or replace the door hardware so it shines.

Add a fresh coat of paint to get rid of nicks.

If there is one, remove the storm or screen door.

Make sure the doorbell operates properly and there are no squeaks when the door opens and closes.

WINDOWS:

Clean all windows inside and out.

If needed, add a fresh coat of paint to the window trims and sills.

Make sure all windows open and close easily.

Replace cracked windowpanes and those with broken seals.

Make sure window screens are clean and secure; replace any screens with holes or tears.

ENTRY:

Clean entryway floors and area rugs.

Downsize clutter in the entry and entry closet to give the appearance of spaciousness.

Double-check entry lighting to make sure it works.

THROUGHOUT:

Clean all floors, carpets, walls and trim.

Replace burned-out light bulbs.

Empty trash.

Remove family photos, valuables, and prescriptions.

KITCHEN:

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

Fix dripping faucets.

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

Clean the refrigerator and remove odors.

Clean the oven and cook-top thoroughly.

Set the table.

LIVING/FAMILY/DINING ROOMS:

Give rooms a fresh coat of paint as needed.

Repair cracks and holes in ceiling and walls.

Make sure all wallpaper is secure.

Repaint any woodwork that is worn or chipped.

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

Make sure draperies and blinds open and close.

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

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

Put away toys and hobby supplies.

BEDROOMS:

Repair cracks in ceiling and walls.

Apply a fresh coat of paint if necessary.

Make sure wallpaper is secure.

Clean draperies and blinds; open to maximize light.

Put away toys, clothes, and clutter.

Neatly make up the beds.

BASEMENT:

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

Get rid of musty odors.

Clean furnace, hot water heater, and drains.

Make sure light fixtures work.

Arrange storage area in a neat and organized manner.

Make sure stairway handrail is secure.

TIDY EXTRAS:

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

Plant flowers to brighten a walkway and enrich the entry.

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

Remove cars, campers and boats from the property.

Remove extra magazines and books from tables.

Tidy and declutter all closets.

Hide or retire worn-out throw pillows.

Store any pet supplies.



Windermere Ready

INVEST TO IMPRESS

There's no second chance for the perfect first impression.

Small upfront investments can yield a much bigger payoff when you sell your home. We'll work together to best showcase your space and help buyers see themselves living in it.

We believe so strongly in the power of first impressions that we created the Windermere Ready program to provide you with concierge-level service that readies your home for sale. Together we will determine the repairs and upgrades that are most likely to appeal to today's buyers, who prefer stylish, turnkey spaces. If needed, we 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.



Sell for more in less time. Windermere Ready.*

*Sellers who make repairs and upgrades prior to selling generally sell for more and in less time. However, each property and project is unique and therefore no results are guaranteed.
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ONE-ON-ONE CONSULTATION

We'll walk through your home together and identify potential updates and repairs. With your timeline and needs in mind, I'll help you decide on the improvements that will get the biggest return.

PERSONALIZED PLAN

Once we identify our top home improvement priorities, I'll connect you with my preferred local service providers, assist with a work schedule and arrange access to your home.

HIGH IMPACT UPDATES

No matter how small they seem, even the simplest changes can make a big difference. These are the most valuable:

- Landscaping
- Interior and Exterior Painting
- Floor Repair/Refinishing
- Carpet Cleaning/Replacement
- Decluttering
- Window Washing
- Professional Deep Cleaning
- Fixture Repair or Replacement
- Cosmetic Updates
- Punch List Repairs

Plus dozens of other high-impact home improvements and services.

STAGING

When your home's ready for its close-up, we'll have it professionally staged, which can dramatically transform your home and boost your bottom line. In fact, [forbes.com](https://www.forbes.com) reports that staged homes statistically sell 87% faster than non-staged homes and for 17% more!



Staging your home

STAGE TO STAND OUT

Most homebuyers today are part of the HGTV generation: they prefer professionally curated interior spaces with a modern, minimalist style that "opens up" the rooms of a house or condo. While some home sellers have décor that matches these expectations, the majority of sellers possess a signature style and unique furnishings that make their home distinctly theirs. The role of staging is to present a clear canvas that's less personalized and therefore lets buyers more easily imagine themselves living in the particular space.

- 1 Eight seconds.** That's all it takes for most buyers to form an impression of your home. It's not a long time, so you need to make it count.
- 2 You'll make more money.** U.S. Housing and Urban Development reports that a staged home will sell for 17% more on average than a home that's not staged
- 3 Photos.** According to NAR*, over 90% of buyers first search for homes online before deciding to visit. The photos of staged homes will stand out among the rest.

Elevating your listing

CUSTOMIZED FOR YOUR HOME SALE

PRINT MARKETING

- Property Brochure Highlighting Features
 - Invitation to buyers for an Open House
 - Just Listed direct mail
 - Puget Sound Business Journal
 - Luxury Portfolio Magazine
 - Windermere Living Magazine
 - Lifestyle Northwest Magazine
-

ONLINE MARKETING

- Adwerx ad focusing on zip codes
 - Luxury Portfolio Website exposure
 - Featured property on Windermere.com
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NETWORK MARKETING

- Email Announcement to top 200 agents selling in the neighborhood in the past 12 months
 - Email Announcement to Windermere network featuring new Luxury Listings
 - Windermere Social Media: Facebook & Instagram
 - Property featured on Windermere.com will feed to Redfin, Zillow, Realtor.com, Trulia , Luxury Portfolio NWMLS Windermere Real Estate claims the largest market share in Western Washington
 - International Exposure through Luxury Portfolio
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Marketing your home



PHOTOGRAPHY

If home buyers aren't sold on the images they see online, chances are they will move on. And conversely, rich visual storytelling will help a listing stand out, leading to increased buyer curiosity and traffic. That's why I'm committed to hiring one of our region's top architectural photographers to help set the scene when your property is listed. When appropriate we'll also shoot aerial photos via drone; these added visuals will literally elevate your home above the competition.

VIDEO

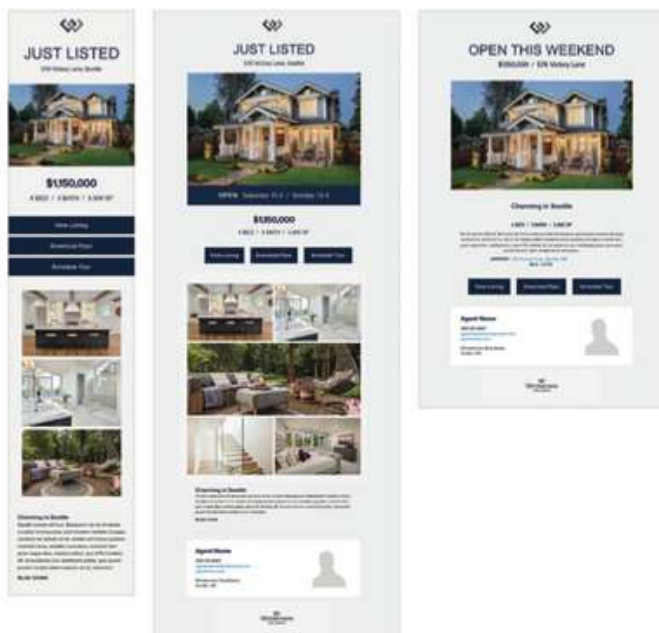
To further tell the story of your home's unique features and lifestyle, I may opt to have a video produced for the property website or to post on social media. Creating a video walk-through of your home allows buyers to experience it as if they were there in person.

3D TOURS AND MATTERPORT

In addition to capturing exquisite photos of your property, I may also post a 3D tour online. This is another way to provide a compelling visual experience that motivates buyers to put your home at the top of their list. Through tools like Matterport, we can provide a floorplan and a self-guided tour that help buyers visualize how your home's layout and interior spaces will complement their lifestyle.

PROPERTY WEBSITE

I may also create a custom property website that showcases your home more than a typical MLS listing would. Through this unique site, visitors will have a chance to see photos of your property, read about its features and amenities, and even get a sense for the neighborhood and local attractions.



EMAIL

I will utilize my own curated email database of active buyers, previous clients and fellow brokers to send "Just Listed" announcements to generate buzz about your property. I can then send follow-up email campaigns to keep them informed of open houses, broker's opens and other updates pertaining to your listing.



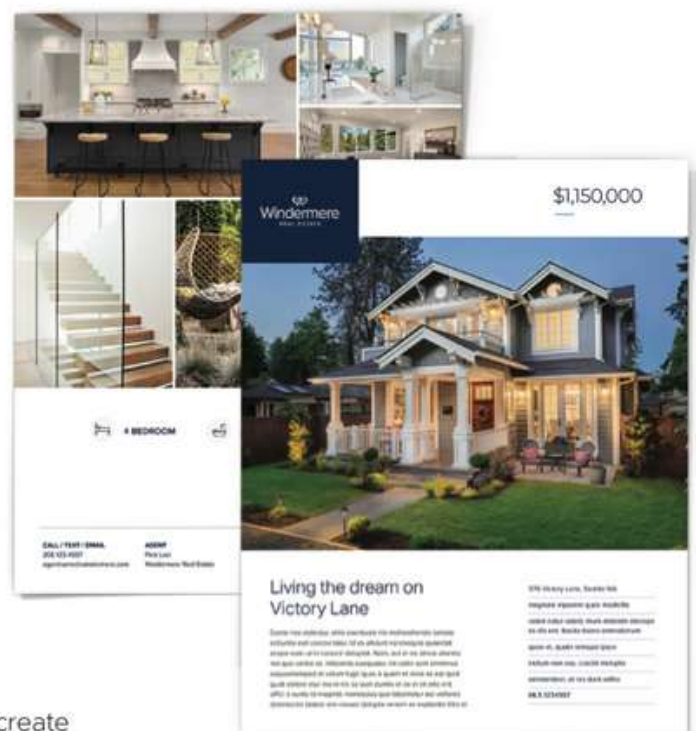
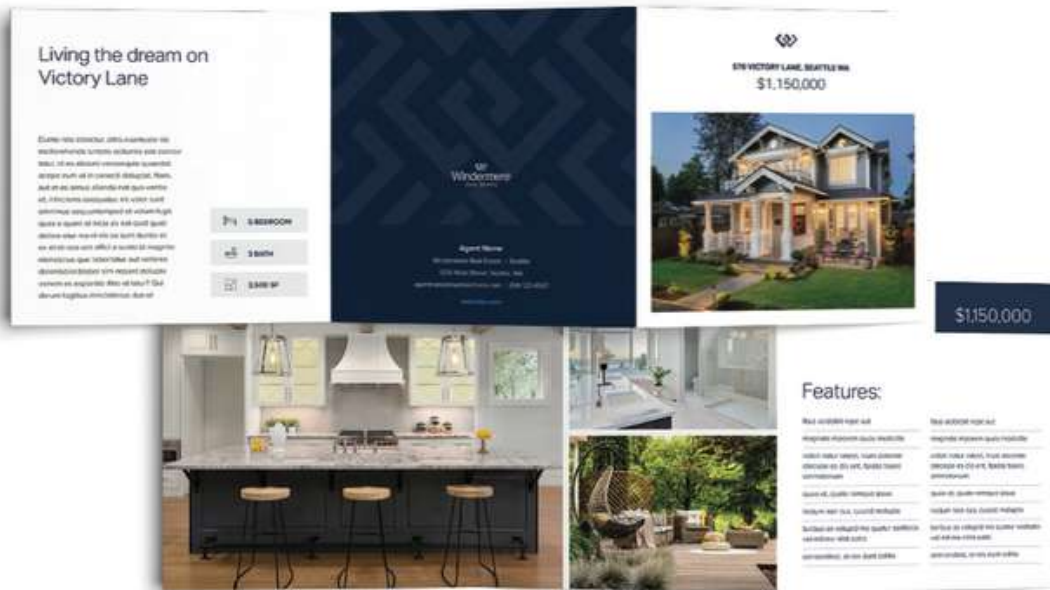
ADVERTISING

I have access to myriad advertising vehicles – digital, social and print – that I can deploy in promoting your listing to the market. I will choose the right message and medium to target the most likely (and most qualified) buyers for your home.



SOCIAL MEDIA

I can also promote your listing on my own social media. From an enthusiastic "Just Listed" post to a video walk-through of the property, audiences can experience the unique attributes of your home and share them with their friends, too.



PRINT MATERIALS

Once we've captured great photos of your property, I can create high-end print marketing materials that inspire prospective buyers. These may include brochures, trifold, informational one-sheets or in-home signage. I may also send Just Listed postcards to neighbors and targeted qualified buyers.

Luxury marketing

GOING ABOVE AND BEYOND FOR LUXURY PROPERTIES



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



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

WbyWindermere.com

Marketing your home to the world



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



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

THE WALL STREET
JOURNAL

MANSION GLOBAL

外居乐 waijule.com



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

Showing your home

Once your home is ready to show, I'll begin marketing it to potential buyers and other real estate brokers. If possible, you'll need to leave the home when buyers are present so they feel comfortable asking their agent candid questions.

TIPS FOR A SUCCESSFUL PROPERTY TOUR:

Remove pets. Take them with you or keep them penned in the yard or garage.

Open shades and curtains to let in light.

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

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

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

Turn on gas fireplaces to create a cozy atmosphere.

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

Keep radios and TVs off, or on low volume.

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



Home inspection

Once a buyer has decided to make an offer on your home, it may be contingent upon a professional inspection of the entire property — including improvements. The home inspector looks beyond the cosmetics to make sure that the home's general systems operate properly. The inspector will also look for large repairs that are needed and report on the condition of the home.

The standard home inspector's report will review the conditions of the home's heating and cooling systems; interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; foundation, basement and visible structures. The inspector will also look for cracks in cement walls, water stains that indicate leakage, and any indication of wood rot.

A home inspection also points out the positive aspects of a home, as well as the maintenance that will be necessary to keep it in good shape.

As the seller, you can also elect to hire an inspector to evaluate your home prior to putting it on the market. Many times an inspector can point out major or minor issues with your home that you may be unaware of and that may affect its value.

I work with the best home inspection services and will be happy to give you a list of names from which to choose.

Remember, no home is perfect. If problems are discovered during the inspection, I'll help you negotiate through the process while protecting your interests.



Settlement & closing

Before mutual acceptance, a closing date is agreed upon by you and the buyer. "Closing" is when you each sign all the paperwork and pay your share of the settlement fees, and the documents are recorded. Settlement obligations vary widely due to specific contract language, local laws and customs. Prior to the closing date, the escrow officer will complete a detailed settlement statement identifying all the expenses associated with selling your home.

THE BUYER PAYS FOR:

Down payment on the home

Buyer's escrow fee (according to the contract)

Lender's extended title insurance premium (ALTA)

Document preparation (if applicable)

Prorated property taxes (from date of acquisition)

Prorated homeowner's association dues
(from date of acquisition)

Recording fees for all documents in buyer's name

Notary fees, if applicable

Homeowners' hazard insurance premium for first year

Inspection fees (according to contract)

Loan fees as agreed with lender

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

THE SELLER PAYS FOR:

Seller's escrow fee (according to contract)

Work orders, if required by lender, or agreed between
parties (according to contract)

Owner's title insurance premium

Real estate service fees (according to contract)

Payoff of all encumbrances (loans) in seller's name

Prorated property taxes (prior to date of sale)

Interest accrued by lender that is being paid

Prepayment penalties

Any judgments, tax liens, assessments or
encumbrances placed against property title

Any unpaid homeowner's association dues

Loan fees that are required by the lender, based on
loan types such as FHA or VA (according to contract)

Recording charges to clear all documents of record
against the seller

Excise tax, if applicable, determined by county
and based on sale price

THE SELLER RECEIVES:

Utility deposits held by gas, electric, cable, telephone
and other companies

Prorated portion of pre-paid property taxes

Prorated mortgage interest from payments made
during the current month

Fuel rebate for oil or propane remaining in
storage tank

Net proceeds after seller's share of expenses are paid

Why Windermere

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

3X

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

\$17B

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

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



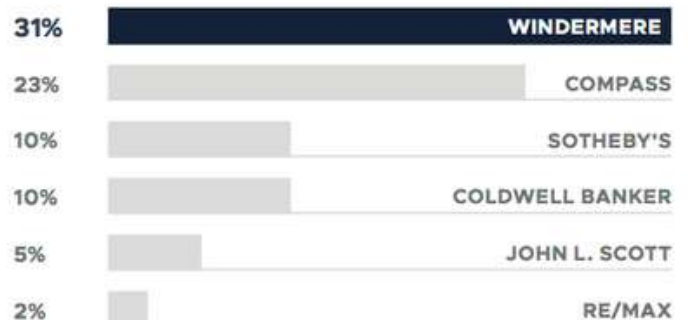
At Windermere, our sellers increase their odds of receiving multiple offers and maximizing their sale price because:

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

WINDERMERE IS PERENNIAL #1 IN SALES OF SINGLE FAMILY HOMES**



WINDERMERE LEADS THE MARKET IN LISTING LUXURY HOMES***



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

Home Portfolio

2339 42ND AVE E #1, SEATTLE, WA 98112
\$805,000.00



58 SKAGIT KEY, BELLEVUE, WA 98006
\$1,750,000.00



A representation of Terri's
past home sales.



500 106TH AVE NE #807, BELLEVUE, WA 98004
\$859,000.00



1920 4TH AVE #1010, SEATTLE, WA 98101
\$708,000.00



820 BLANCHARD ST #1401, SEATTLE, WA 98121
\$749,000.00



2121 TERRY AVE #N1500, SEATTLE, WA 98121
\$1,125,000.00

Home Portfolio

583 BATTERY ST #2306, SEATTLE, WA 98121
\$1,375,000.00



737 OLIVE WY #3700, SEATTLE, WA 98101
\$1,825,000.00



A representation of Terri's
past home sales.



5819 17TH AVE NE, SEATTLE, WA 98105
\$1,495,000.00



6536 50TH AVE NE, SEATTLE, WA 98115
\$2,900,000.00



16343 SE 63RD ST, BELLEVUE, WA 98006
\$3,050,000.00



122 18TH AVE E, SEATTLE, WA 98112
\$1,500,000.00

What my Clients Are Saying



My husband and I had heard that a condo we thought we wanted was going to be listed. We contacted Terri. We met with her the next day and told her that we were not even sure we wanted to move. We were only interested in the one unit, and it wasn't even on the market. Nonetheless, Terri said she would love to work with us and would let us know when the unit was listed. It was listed a couple of weeks later and she was kind enough to take us to view twice during the week it was listed. Terri helped us write a competitive offer when bids were taken. Once we had purchased, Terri helped us find painters, electricians, and even cabinet people. She met contractors when we could not and facilitated our move to the new place in every possible way. Terri even found people to organize the actual move: Moves Made Simple. She is amazing!

Meanwhile, Terri helped us find a stager for our former condo and listed it as well. We knew the time for the quick contract had recently passed and asked her how long she thought it would take for us to sell. She said a month. She was right on target. A month later we signed a contract. Terri had kept in touch the entire time. She had open houses for which she was there. Every week she told us how many showings we had had and what people she thought were interested. All the while she was still assisting us with our new place.

Besides being an exemplary professional, Terri is a charming, kind person. She is a pleasure to work with and someone you enjoy knowing. I recommend Terri wholeheartedly.

-Barbara D.



Your scale only goes up to 5 stars or 10 on the pull down menu. I would give Terri one hundred. She is the finest example of a professional with integrity & character who is kind, compassionate, attentive, thoughtful & resourceful, a RE agent I would love to work with again. This is the second project we have done together. I would not hesitate to call on her in the future. She is a credit to your group and deserves the highest praise. My family and I count ourselves blessed to have worked with her on our most recent purchase.

-Shirley



Several years ago, we happened to meet Terri Agee Smith when looking at a nearby townhouse for fun. Nonetheless, I was impressed enough to save her card which was something I had never done. Recently, Terri helped us buy a new and sell our old condominium. Thank goodness I saved that card. Terri is totally amazing!

-Paula D.



Terri is not only the best realtor we've ever met but one of the hardest working and kindest people we've been blessed to know. She was the best part of our entire transaction. She constantly went way above and beyond her job description to help us. We will recommend her to everyone we know. We consider her a friend for life."

-Carl and Nancy F.



I am a 53 yr. old father of triplets who recently went through a separation and needed to find a house the buy as well as sell the one I am in. I have bought and sold a number of homes over the years and usually used the most popular and recognized agents in specific areas like Magnolia, Queen Anne, and Capitol Hill. Although for the most part they have been very good I am a high maintenance client who wants to know when the best homes hit the market immediately at the best prices so I do not lose the opportunity to another party.

I recently went looking for another house because my triplets are going to high school and was fortunate to come across the best realtor in the business in my opinion Terri Agee Smith. She listened to my needs, understands the dynamics and differences between the buyer and seller agent relationships and works every day to send me listings that are in my area of interest at the price points I am looking for immediately when they hit the market. When the other agents I used to work with learned of my recent activities I started to get some of the same listings that my realtor had already been sending only a day late and a dollar short.

All I can say is that Terri Agee Smith doesn't do it that way, she just works and works to provide the most professional service I have ever experienced in looking for and buying a new house. I feel I am in an episode of the Property Brothers buying and selling. She found me a great house at a great price and is now preparing my house to get ready to sell from finding me a highly rated contractor to getting me a pre-inspection so I can fix the issues before the house comes on the market to providing interior/staging help (personally) to house sitting with all the vendors and making sure it is done timely to even fixing my sick son lunch who unfortunately afflicted with arthritis and home most of the time while I am at work.

INCREDIBLE SERVICE!

-Bill P.



Ms. Smith is an excellent agent. Our purchase was a complex, non-bank repossession that required Terri to analyze and educate the note holder (homeowner) on the realities of the house's market valuation. She then had to work out details with the home's occupier to facilitate an amiable exit. This was all done in a in short timeframe (2.5 weeks). Terri's analysis and diplomatic skills were key to our successful home purchase. We will be using her for future transactions and highly recommend her.

-Allan S.

I look forward to working with you

**THROUGHOUT YOUR TRANSACTION MY ROLE IS TO ADVOCATE FOR YOU AND
MY GOAL IS TO GIVE YOU AN OUTSTANDING CLIENT EXPERIENCE.**

I'll advise you about the current real estate market and how its conditions might influence the sale of your home. When the time is right, I'll help you prepare your home to appeal to its best, most qualified prospective buyers. And, once you've received an offer (or offers), I'll negotiate the critical and contractual components of the transaction and deliver creative solutions to whatever challenges may arise.





TERRI AGEE SMITH / BROKER

206.229.4445 / terriageesmith@windermere.com / terriageesmith.com

**Your house has
a particular value.**

My value is maximizing it.



All in, for you.