HOME BUYING ADVANTAGE
STRATEGIES FOR TODAY'S HOUSING MARKET

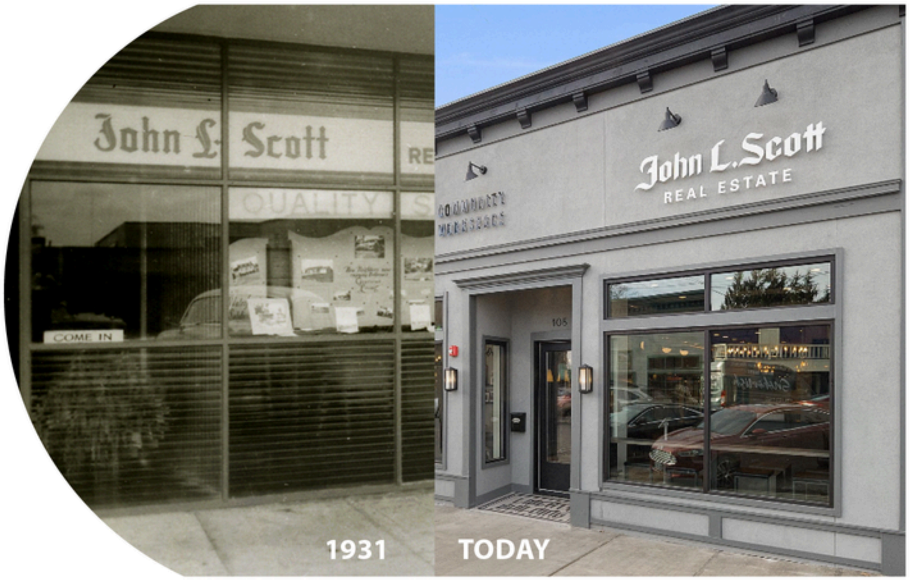
Our History is Your Advantage

John L. Scott Real Estate was founded in downtown Seattle in 1931 and continues to be locally owned and operated. This nationally renowned company has grown throughout Washington, Oregon, Idaho, and Northern California.

Led by the grandson of founder John L. Scott, Chairman and CEO J. Lennox Scott is nationally recognized as one of the top 30 most influential leaders in the industry. He leads with the vision that **"Our business is real estate, but our core value is Living Life as a Contribution®."**

Deeply rooted in the Northwest with strong local, national and global presence, John L. Scott Real Estate is consistently recognized as one of the most productive brands in the nation.

Over **90 years** of innovation and success



1931 TODAY

J. LENNOX SCOTT, CHAIRMAN & CEO

John L. Scott
REAL ESTATE

About Me

Hello, I'm Nathan! Aside from being your Realtor, I'm an avid sports-enthusiast, a lover of music, and a family man. I have the world's most wonderful wife, Theresa, and three very squeezable young children named Teddy, Lucy, and Ollie. When I encounter time away from work or family, I love playing competitive volleyball and tennis. My interest in real estate originally spawned from an interest in people. After obtaining a Bachelor's degree in Business Management from Taylor University in Indiana, I yearned for the right fit for my entrepreneurial yet person-focused spirit. After a few years of excelling in the sales industry and with a short stint in marketing, I anchored my love for people in real estate sales. Nowhere else have I been free to fully utilize my repertoire of strengths. Self-motivated and self-led, I've laid the foundation to give you the best I have to offer in every interaction. You'll receive the genuine kindness you expect from your friends as well as the force of will you expect from an industry professional.

Nathan Butcher
REALTOR

Whatcom & Skagit County
360-389-3002
nathan@nathanbutcher.com

Let's Connect

PSA PRICING STRATEGY ADVISOR
MCNE Master Certified Negotiation Expert
SFR SHORT SALES & FORECLOSURE RESOURCE

“

My spouse and I worked with Nathan to buy our first house and he kindly stuck with us throughout the year-plus search. We can without a doubt say that Nathan is incredibly knowledgeable, patient, and determined to find his clients the right home. As first-time home buyers, we also had a lot of questions and he was always able to answer any we asked! Nathan made sure we were fully informed about every step. He has a deep knowledge of the market which was incredibly helpful as we looked at a few different towns... Nathan was extremely helpful throughout the entire process, from finding potential properties to negotiating the final sale of our current home. We would not be in our current house without his care and insights.

- Kirsten

John L. Scott
REAL ESTATE

Meet Our Team

With nearly a decade and 250+ transactions behind me, I am thrilled to bring you service with care and excellence.

To further enhance your experience, I have a small team supporting me including a transaction coordinator and a contracted showing specialist to ensure you never miss touring a property at your convenience.

Leah Parker

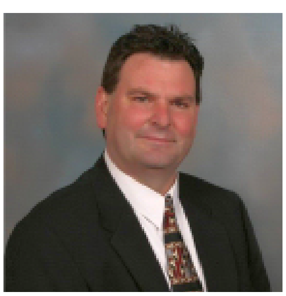
Licensed Transaction Coordinator
317.414.6403 | leah@nathanbutcher.com

- Transaction preparation and auditing
- Full licensure for maximum support
- Constant background management
- Can fulfill urgent showing requests

On-Demand Showing Broker

Licensed Real Estate Broker
360.671.9640

- Never miss a showing opportunity
- On-call
- Fully licensed and experienced
- Well-versed in local listings



Darin Stenvers

Designated Broker
425.531.7700 | darinstenvers@johnlscott.com

- Transaction review
- Contract support
- Former NWMLS board member, 15+ years in management
- High-level strategy consultant

Preparing for Today's Housing Market

1. What's Important to You?
   Determine your goals and expectations
2. Home Search
   Due diligence for the right home
3. Key Market Strategies
   National, regional and local markets
4. Be Buyer Ready, Day One™
   Enhance certainty for the seller
5. The Homebuying Journey
   The next steps for you
6. Your Trusted Advisor and Advocate
   100% buyer representation

What's Important to you?

Focusing on your reason why can help you further clarify your goals and home search criteria

	WANTS	MUST-HAVES	WHY?
Bedrooms	4	3	Office / Den
Bathrooms	3	2.5	Guest Bath
Square Feet	2,200	1,800 - 2,000	Entertaining
Yard	Large	Fenced	Pets
Community	Downtown	Urban	Mass Transit
Shopping	Close-by	Close-by	Lifestyle
Restaurants	Close-by	> 0.25 Mile	Foodie

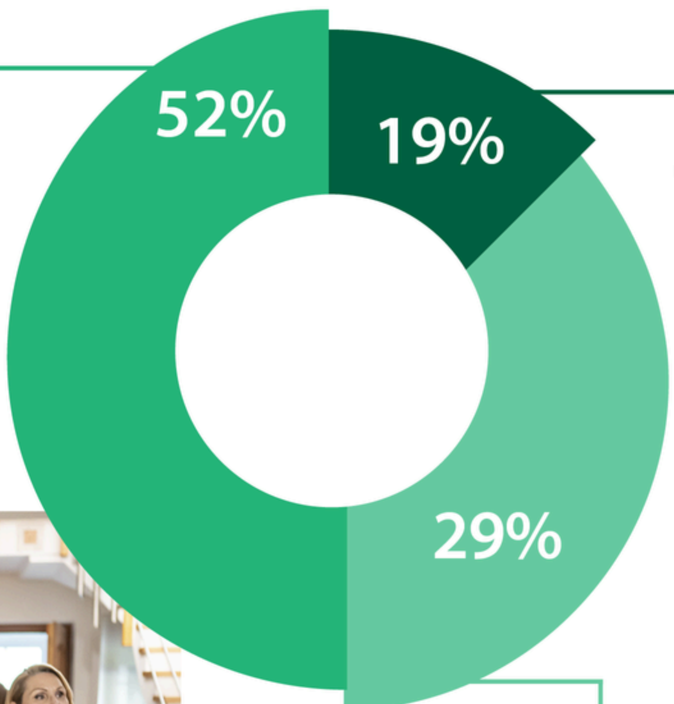
Our Buyer Process

The Home Search

Helping you find your home

Finding a home can be done with the click of a button, but seeing a home online may not fully capture the essence that you could experience in person. In addition to receiving instant listing notifications, we will also hand-pick homes you may be interested in.

WHERE BUYERS FIRST FOUND THE HOME THEY PURCHASED*



Internet

- Multiple Listing Service (MLS)
- Real Estate Websites
- National Portals
- Property Tracker®

Other

- Network/Community
- Know the Sellers
- Signage
- New Construction

Real Estate Agent

- Broker Filter Searches & Selections
- Open Houses & Brokers Open
- Broker to Broker Networking
- Postcards, Flyers, Neighborhood Invites

*National Association of Realtors®
Data fluctuates, averages included

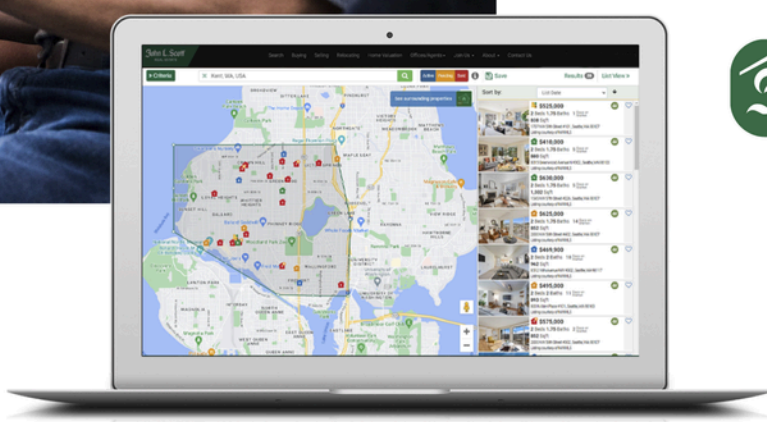
Be the First to Know

Power your home search with instant notifications

We've got you covered with all the tools you need to have the first-look edge on new properties, price changes, and status notifications. The John L. Scott Property Tracker® dashboard and mobile app allows you to take charge of your home search process.

SEARCH ON THE GO AND AT HOME

- Get connected to your Property Tracker® account to save favorites and take notes on the go
- Use the John L. Scott Mobile App for easy access to search for homes anywhere, anytime
- The GPS feature allows you to see all properties (active, pending, and sold)



John L. Scott Mobile App

The Local Market

We focus on the key market indicators through our MarketInsights™ for a negotiation advantage by highlighting activity, month-over-month stats, and months' supply of inventory. Understanding the hyper-local market helps us develop our pricing and offer strategy.

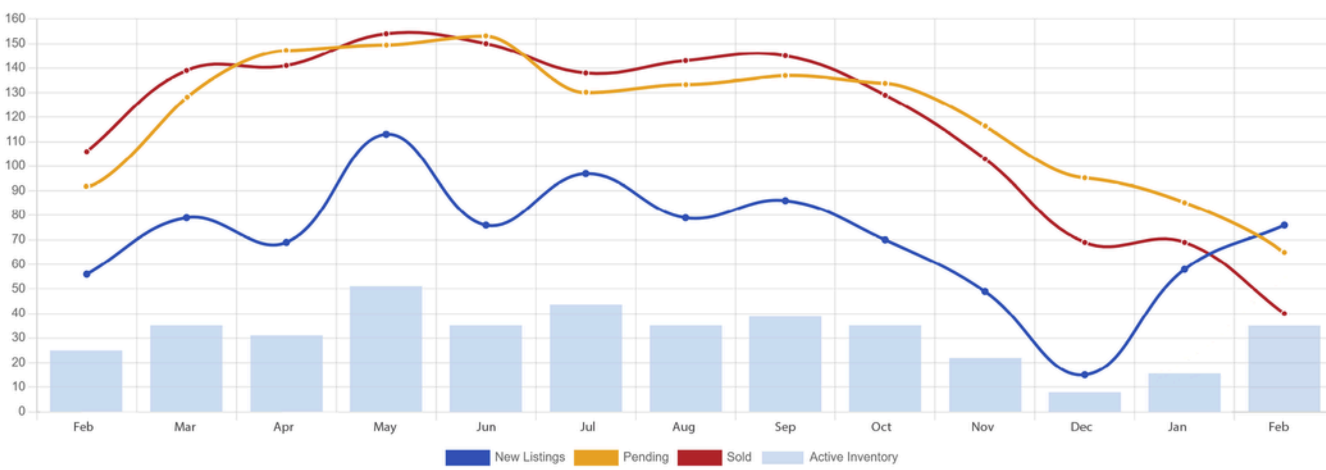
MARKETINSIGHTS™
Monitor your real estate market

Monthly Recap

"Anacortes, WA"

New Listings	Reported Pending	Active Inventory	Sold Listings
10	9	3	9

Monthly Market Trends



Active
1111 Maple Street
$600,000

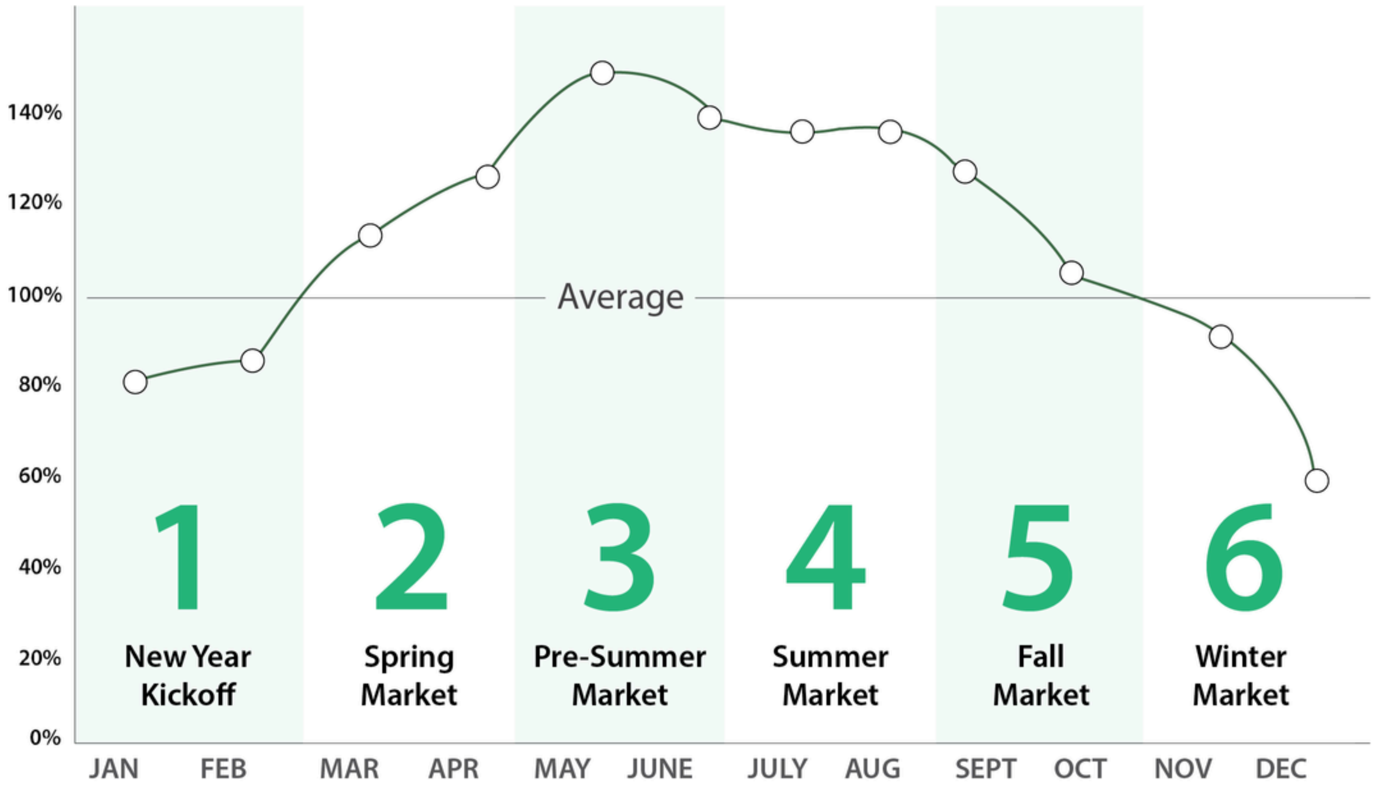
Pending
9180 First Hill
$750,000

SOLD
4781 Beach Lane
$1,400,000

The National Market

The best time to buy a home is when the timing is right for you. In the cyclical real estate market, we will take a look at how supply and demand in each specific phase affects our pricing and offer strategy.Over the past four decades, John L. Scott has tracked the yearly housing cycle and has identified the following seasonal phases.

Six phases of the yearly housing cycle



Graph represents typical number of new resale listings by month

Sales Activity Intensity™

Knowing the key market indicators and Sales Activity Intensity™ by price range for your search area will help us evaluate the velocity of the current market and develop a pricing and offer strategy.

The market is typically defined in three sectors: Buyers Market, Healthy Market, and Sellers Market. Each of these markets will affect your home purchasing journey in terms of inventory supply and buyer demand.

HOW DOES THE MARKET AFFECT YOU?

BUYERS MARKET
Selective Buyer Activity Intensity™

- More than 5 months of inventory
- More homes available for sale

As a buyer, that means....

- Increase in inventory
- Dispersed buyer energy
- Flat or softening home prices

HEALTHY MARKET
Healthy Sales Activity Intensity™

- 3 - 4 months of inventory is considered a healthy market

As a buyer, that means....

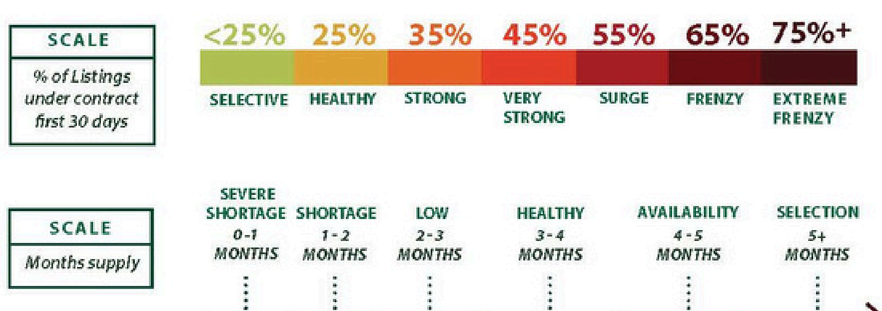
- Healthy buyer demand
- Healthy supply of homes for sale

SELLERS MARKET
High Sales Activity Intensity™

- 2 months or less of inventory
- Low or shortage supply of unsold inventory

As a buyer, that means....

- Decrease in inventory
- More buyer competition
- Potential multiple offer situations



Partner with a Dependable Lender

Be Buyer Ready, Day One™

We will partner with you and your lender to position you in the best light when competing with other offers. This will also provide any seller with a higher sense of certainty when reviewing your offer.

CASH

Full amount of the purchase price in liquid funds; not relying on any contingent source of funds.

UNDERWRITING APPROVAL

Strongest loan approval. Underwriters verify your financial capability and are ready to fund before you select a home.

PRE-APPROVAL

A standard loan amount is given based on your financials and credit score.

PRE-QUALIFICATION

An estimated amount you would likely qualify for based on basic information.

HOW DO YOU PLAN TO FUND YOUR PURCHASE?

It is imperative you share any contingent source of funds for your home purchase with your lender and John L. Scott broker associate as early as possible.

- Proceeds from home sale
- 401(k) / retirement funds
- Future earnings / stock
- Gift money

Writing an Offer

Positioning your offer for mutual acceptance

We will help position your offer to align with the seller's expectations while keeping your terms at the forefront. There are many contingencies that help protect your best interest and help retain the right to keep your earnest money. Let's identify the right terms for your offer.

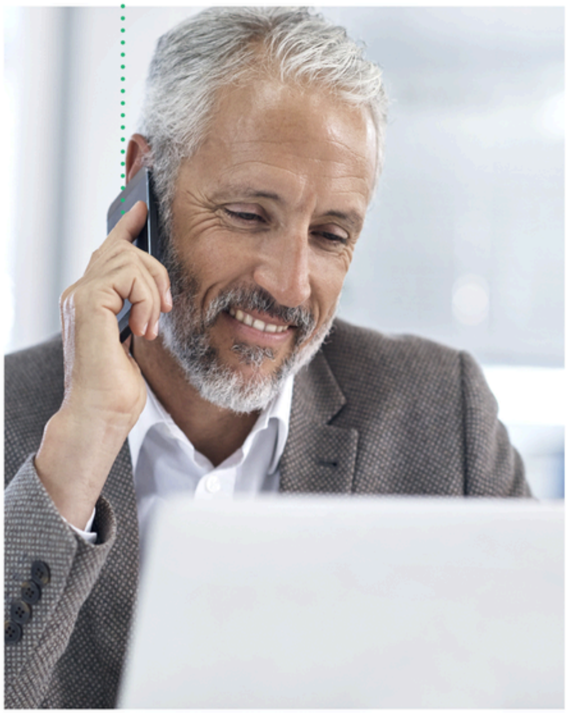
WHAT TO CONSIDER?

- [x] Price
- [x] Closing Date
- [x] Possession
- [x] Earnest Money
- [x] Contingencies
    - [ ] Title
    - [ ] Inspection
    - [ ] Sewer/Septic
    - [ ] Appraisal
    - [ ] Financing

A Successful Negotiation

Striving for the best price and most favorable terms

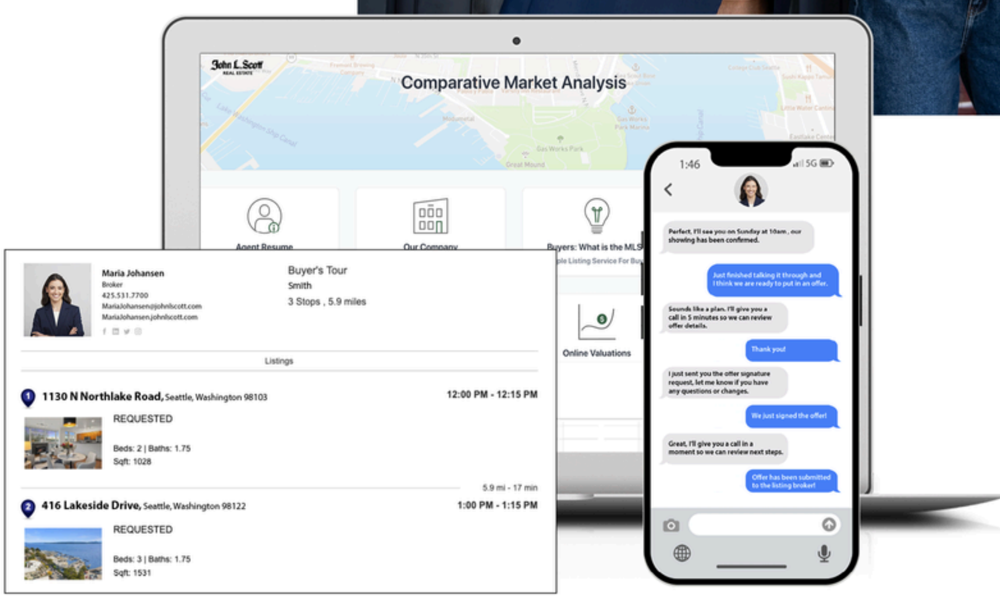
There are many points in real estate transactions that are complex and need expert negotiation. We negotiate with the listing broker to get mutual acceptance and throughout every step of the transaction to uphold your terms and desires. We believe in negotiating the terms that matter most to you.



Our Communication Plan

A key factor throughout the entire process

We will guide you through the process for a seamless home purchasing journey, informing you from new listings to changing market conditions and through every step of the transaction and closing process.



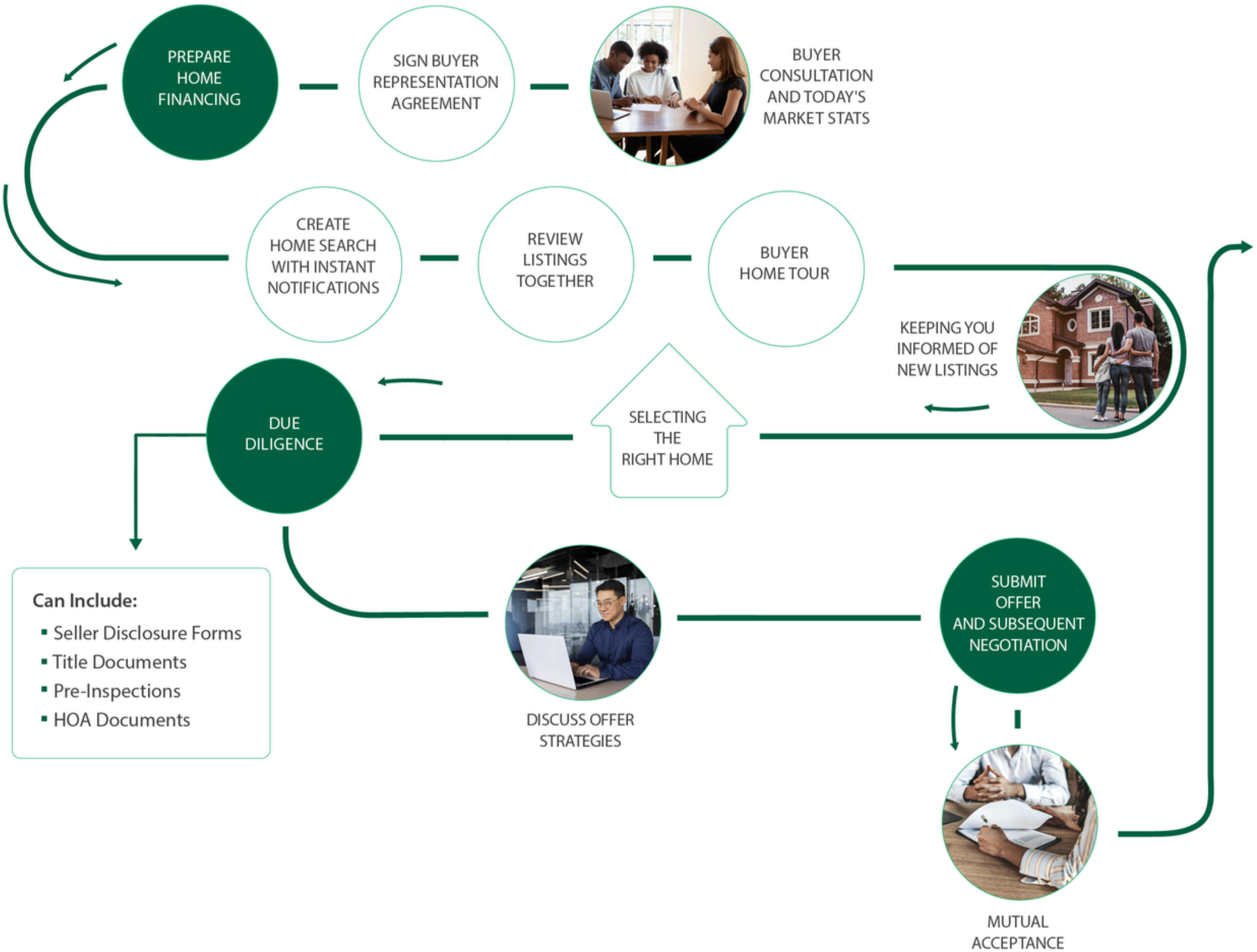
Understanding the Transaction Process

"We partner with you as your personal representative to help you purchase the right home at the right price and terms."

- J. Lennox Scott
Chairman and CEO

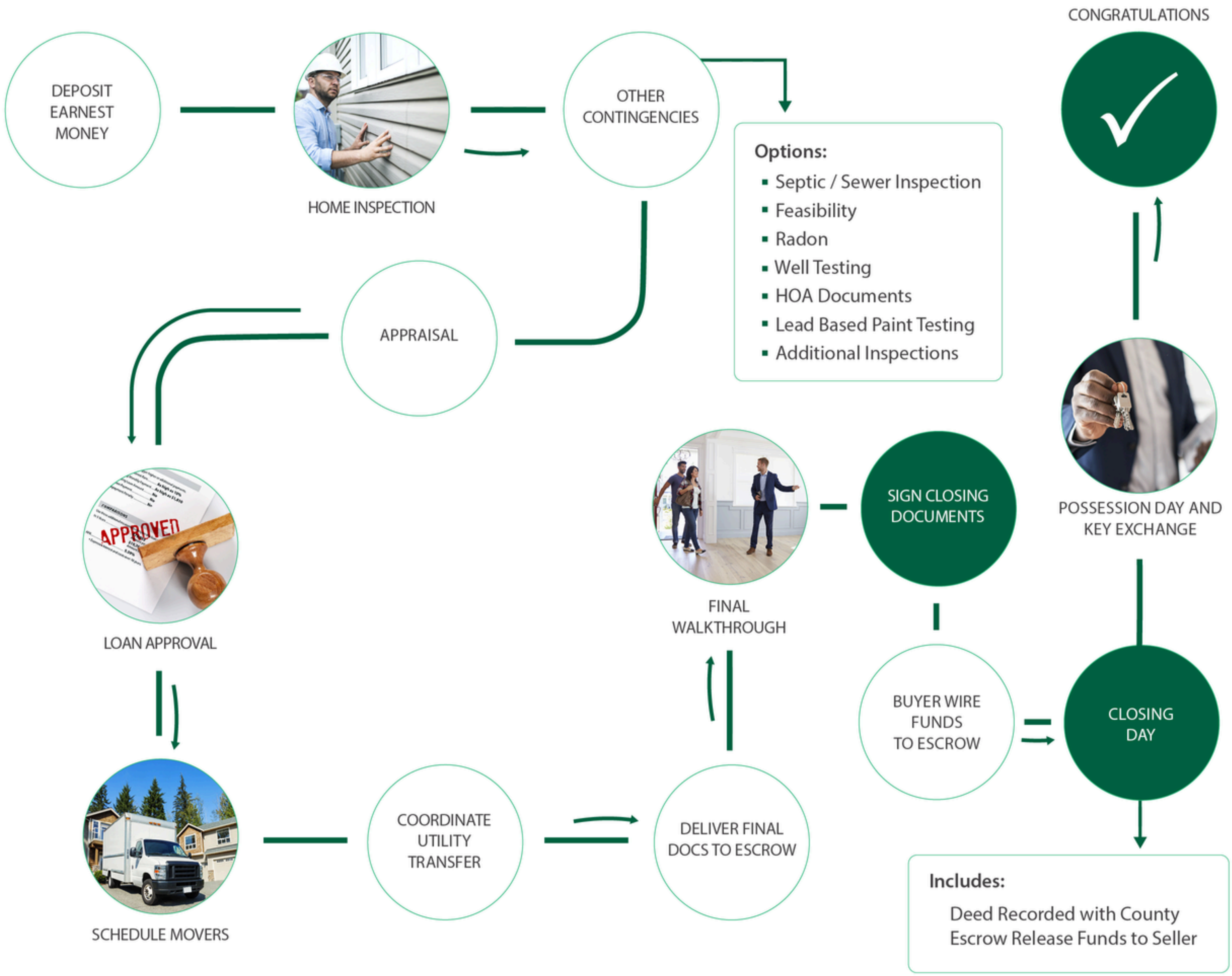
The Home Buying Journey

From start to mutual acceptance



The Home Buying Journey

From mutual acceptance to closing



Your Support Team

Working together for a successful closing

These are some of the professionals that will be involved in a successful closing:

- **LOAN OFFICER**
  Walks you through loan options, gathers documents, takes formal loan application.
- **LENDER/UNDERWRITER**
  Reviews documents from Loan Officer and gives final loan approval.
- **ESCROW**
  Independent neutral third party by which the interests of all parties to the transaction are protected. Escrow will hold earnest money, prepare closing documents and schedule for signing.
- **TITLE**
  Protects homeowner against loss or damage occurring from liens, encumbrances, or defects in title or actual ownership of the property.
- **INSPECTOR**
  Evaluates the property for potential issues and provides a report detailing their recommendations (buyer ordered inspections are typically paid for when inspection is conducted).
- **APPRAISER**
  Validates the purchase price of the home (for the bank / lender / homeowner).

HOW DO YOU KNOW WHO TO CHOOSE?

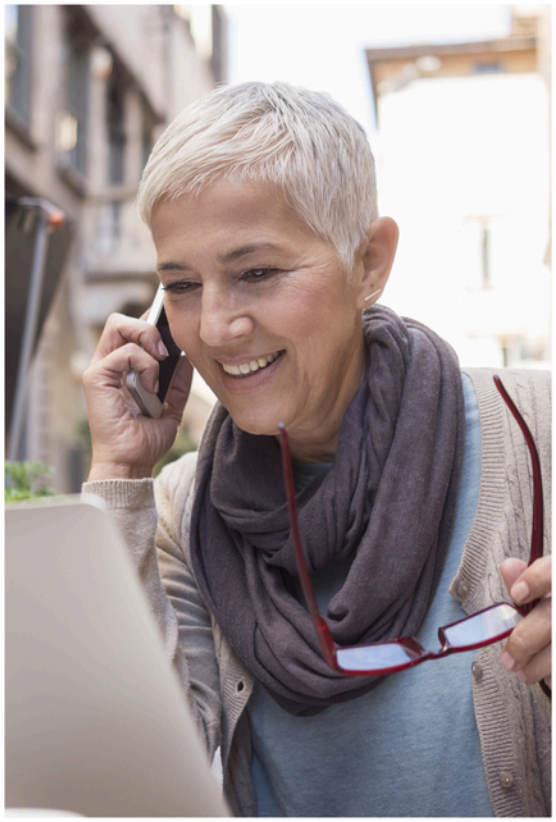
Just like your John L. Scott broker associate, the team you work with should be knowledgeable, experienced, and will help eliminate obstacles along the way.

We are happy to recommend lenders, inspectors, title officers, escrow companies, and any other professionals you may need.

Our Commitment

Your trusted advisor and advocate helping you make the right move

Every real estate transaction is different, and we are dedicated to helping you make informed, educated, and confident choices throughout the home-buying process.



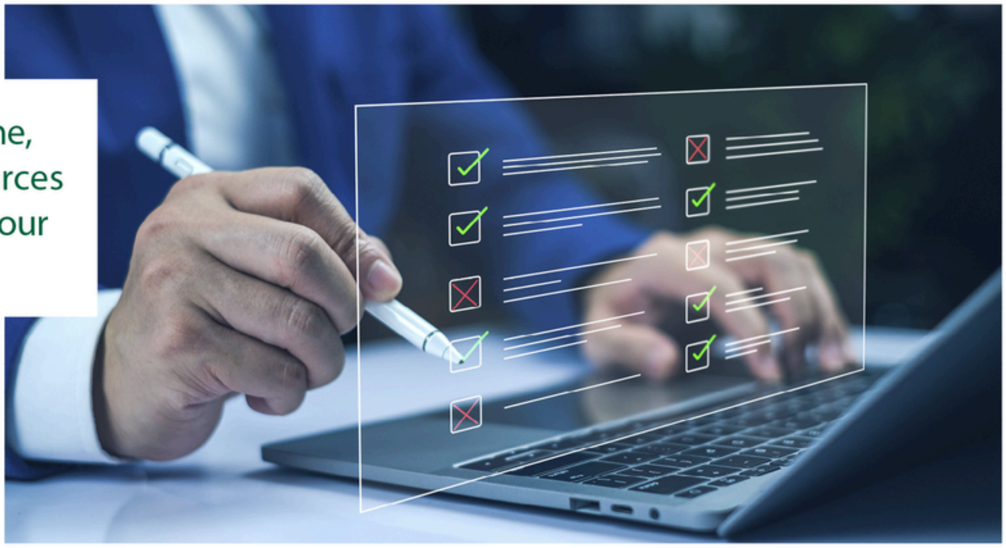
- Current market condition research
- Selective home searches
- Offer strategy and drafting
- Creating confidence in purchasing and future equity
- Post-inspection advisory for due diligence
- Negotiating terms important to you
- Reduce stress and uncertainty during the purchasing process
- Coordinate with lender, title, and escrow
- Keeping your transaction(s) on schedule
- Network of vendors to support you during and after your move
- Personal real estate reference guide

Buyer Broker Representation Agreement

Buyer representation agreements are used to identify the terms of our relationship as a clear foundation for a successful outcome. This agreement will highlight the following items to ensure your expectations are met.

REPRESENTATION AGREEMENT	Defining representation for a clear understanding
EXCLUSIVE VS NON-EXCLUSIVE AGENCY RELATIONSHIP	A buyer can choose to be exclusively represented by one broker, or have multiple brokers without the exclusive service during the term.
COMPENSATION FOR BUYER BROKER'S SERVICES	Compensation may be paid by the seller, the buyer, a third party, or by sharing between firms
LIMITED DUAL AGENCY	A broker acting as a limited dual agent for both the seller and buyer in a transaction

Dedicating our time, energy, and resources to help purchase your next home



Thank You

Your dedication to navigating this guide and gaining a deeper understanding of the home buying process and strategies is paramount to your success.

I am fully dedicated to ensuring you achieve your goals, serving as your trusted real estate resource not only for this transaction but for a lifetime.

SUPPORTING OUR COMMUNITY

Helping Kids Get Healthy and Be at Home

LAST YEAR
THE JOHN L. SCOTT FOUNDATION HELPED SPONSOR

30 EVENTS FOR **18** HOSPITALS

WHICH HELPED RAISE NEARLY

$20 MILLION

FOR CHILDREN'S HEALTHCARE

3,500 MEALS SERVED AT RONALD MCDONALD HOUSES

Living Life as a Contribution®
is our core value at John L. Scott

John L. Scott® FOUNDATION
johnlscottfoundation.org