

BUYER'S RESOURCE

Turning Houses Into Homes

KJ
Kelly Jeffers

Kelly Jeffers (ABR®, PSA)
Licensed Principal Broker
PNW Realty Associates LLC

Kelly Jeffers



My name is Kelly Jeffers. I am a licensed Oregon Real Estate Principal Broker with ABR® and PSA certifications. I offer honest insights and essential tools to make your buying/selling experience more enjoyable.

KELLY JEFFERS (ABR®, PSA)

Licensed Principal Broker in Oregon



Working With Kelly

MARKET EXPERTISE

I work with the local Residential Multiple Listing Service to locate property and the contract terms. I am able to contact brokers and inquire on properties and potential offers. I can keep you updated on open houses and provide the most updated property value.

NEGOTIATION SKILLS

I will order, draft and negotiate your real estate contracts, addendums and contingencies. I work to keep the transaction moving forward while at all times protecting your investment and privacy. I am mindful of the importance of the repairs and the desired outcomes. I am attentive to not only the requirements from your lender but also my ethics rules and law; as well as escrows needs and demands.

PROFESSIONAL GUIDANCE

Buying a home is one of the largest financial transactions most people will ever undertake. Brokers who are REALTORS® like me are a trusted source of advice and stand ready to help you navigate your home buying journey and make the choices that work best for you. My promise to you is I will always actively communicate, engage in dialogue, support policies that maintain the integrity of representation, while seeking innovative solutions that ensure affordability and access for both buyers and sellers.

ACCESS TO RESOURCES

As a licensed real estate broker I often work together with other brokers to help our sellers sell and our buyers buy. My professional network allows me to seek out answers to questions that typical buyers would not have access to. I have access to programs and services to quickly provide buyers with values and information that the general public may not always have access to.

The Home Buying Process

1 DETERMINE YOUR BUDGET

Begin by assessing your financial situation and determining how much you can afford to spend on a home. Consider factors like your income, existing debts, and credit score. This will help you establish a realistic budget for your home purchase.

2 MORTGAGE PRE-APPROVAL

Work with a lender to review your financial information and credit history. They issue a pre-approval letter. This letter not only empowers the homebuyer in negotiations but also streamlines the closing process, making it more efficient and less stressful.

3 START WORKING WITH KELLY

Meet and greet to discuss your home-buying goals, NAR rules, fees and preparedness.

4 SEARCH FOR YOUR HOME

Sign a seven-day touring agreement that will clearly identify the location/county of the properties that you desire, I will set up showing schedules based on your criteria and time.

5 OFFER & NEGOTIATIONS

After discussions with you, we will draft, sign and submit a competitive offer based on current market conditions. With my guidance we will engage in negotiations with the seller's broker to reach mutually agreeable terms. After there is an acceptance of the offer: we will authorize an inspection to be conducted to identify any issues, engage in negotiations for repairs or proceeds. Work with the lender to set up the appraisal.

6 CLOSING PROCESS

Lastly, prepare needed documents and down payments for closing.

"There are other areas that I will discuss with you throughout the buying process. Communication is key for us to navigate this roadmap to purchasing your home"

Kelly Jeffers

RECOMMENDED

Preferred Professionals

KELLY'S TEAM MEMBER

Eric Lawrence

✉ eric.pnwrealtor@comcast.net

☎ 971-226-5544

MORTGAGE LENDER

Mortgage Express – Rick Valdez

✉ rvaldez@mtgxps.com

☎ 503-621-2634

GENERAL CONTRACTOR

Maximum Construction

Gordon Hermanson

☎ (503) 631-3813

PLUMBER/SEWER/SEPTIC

Oregon Environmental Services

✉ info@oregonenvironmentalservices.com

☎ 503-583-0640

ROOFER/GUTTERS

USA Roofing and Waterproofing LLC

✉ ccaven@usaroofingpdx.com

☎ 503-836-5016

HOME INSPECTION

APEX Home Inspections Inc.

✉ apexhomeinspections.office@gmail.com

☎ 503-650-8999

HOME CLEANING

Birds Eye Cleaning

Aubree Krogh

☎ 503-739-3282

MOVING COMPANY

Bridgetown Movers

www.bridgetownmoving.com

☎ 503-664-4477

WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

WHAT IS A BUYER-AGENT AGREEMENT?

As a home buyer, When working with a real estate agent, like myself, this is an important step that helps ensure clarity and understanding between you and me so there are no surprises and that everyone is on the same page from the start. The agreement benefits both you and your myself by setting clear expectations. It answers key questions like:

- What services will I as your agent provide? (e.g., finding listings, arranging showings, negotiating offers)
- The duration of your working relationship (how long the agreement lasts)
- Details of the agent's compensation. Will you, the buyer or the seller cover my compensation, or will it be a combination?
- Any expectations you might have from me.

OPEN CONVERSATIONS ARE KEY

By having a clear agreement in place, you can focus on finding the perfect home while knowing you have a dedicated agent, like me, on your side throughout the home buying process.